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TOP 100

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CCJ's exclusive listing of the country's biggest for-hire motor carriers as determined by gross operating revenue

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COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 137 NUMBER 6 JUNE 1980

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118 TEN YEARS OF TOP 100

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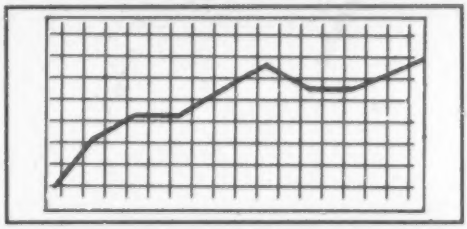

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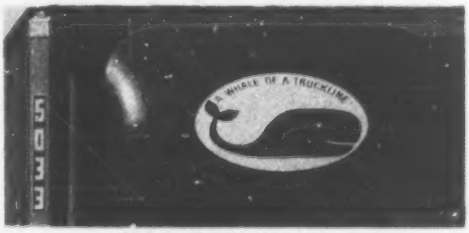

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REGIONAL EDITORIAL OFFICES:
Washington, D.C. 20045, 1093 National Press Bldg., 202-393-3474
Detroit, Mich. 48202, 2600 Fisher Bldg., 3011 W. Grand Blvd., 313-875-2090

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facts and figures

By **PAUL REDDY**
Statistical Editor

1980 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	Kenworth	Mack	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	Feb.-80	36,852	4,295	1,520	14,227	—	—	3,053	—	—	—	3,214	—	—	63,161
	2 Mos.-80	69,779	7,560	3,804	23,298	—	—	6,329	—	—	—	4,327	—	—	115,097
6,001-10,000 lbs.	Feb.-80	27,197	4,766	6,176	34,582	—	550	2,850	—	—	—	—	—	—	76,121
	2 Mos.-80	51,063	8,933	15,509	68,592	—	913	6,526	—	—	—	—	—	—	151,536
10,001-14,000 lbs.	Feb.-80	—	—	179	—	—	—	—	—	—	—	—	—	—	179
	2 Mos.-80	—	—	327	—	—	—	—	—	—	—	—	—	—	327
14,001-16,000 lbs.	Feb.-80	—	—	−9	—	—	—	—	—	—	—	—	—	—	−9
	2 Mos.-80	—	—	−8	—	—	—	—	—	—	—	—	—	—	−8
16,001-19,500 lbs.	Feb.-80	73	49	—	—	—	—	—	—	—	—	—	—	—	122
	2 Mos.-80	188	125	—	—	—	—	—	—	—	—	—	—	—	313
19,501-26,000 lbs.	Feb.-80	1,482	1,732	—	777	—	209	—	—	—	—	—	—	—	4,200
	2 Mos.-80	3,348	3,610	—	1,689	—	467	—	—	—	—	—	—	—	9,114
26,001-33,000 lbs.	Feb.-80	124	221	—	2,039	—	271	—	—	—	—	—	—	—	2,655
	2 Mos.-80	165	574	—	4,917	—	697	—	—	—	—	—	—	—	6,353
33,001 lbs. and over	Feb.-80	102	1,380	—	1,080	1,168	620	—	1,188	1,997	894	—	530	118	9,057
	2 Mos.-80	258	2,626	—	2,512	2,454	1,403	—	2,423	4,040	1,856	—	1,181	285	19,038
Total	Feb.-80	65,830	12,443	7,866	52,685	1,168	1,650	5,903	1,188	1,997	894	3,214	530	118	155,486
	2 Mos.-80	124,801	23,428	19,632	101,008	2,454	3,480	12,855	2,423	4,040	1,856	4,327	1,181	285	301,770
Trucks with Diesel Engines*	2 Mos.-79	193,640	45,852	60,424	198,476	2,693	18,663	23,317	2,533	4,508	1,841	—	2,519	2,397	556,863
	2 Mos.-80	6,211	4,901	—	4,462	2,454	1,975	—	2,423	4,040	1,856	1,794	1,181	285	31,582
	2 Mos.-79	4,571	4,938	—	6,122	2,633	9,328	—	2,533	4,508	1,841	—	2,519	289	39,342

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Fixible and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	10,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Feb.-80	3,975	—	24	124	38	4,161
	2 Mos.-80	5,873	—	58	165	115	6,211
Ford	Feb.-80	—	—	15	1,216	1,021	2,252
	2 Mos.-80	—	—	15	2,043	2,404	4,462
Freightliner	Feb.-80	—	—	—	—	1,168	1,168
	2 Mos.-80	—	—	—	—	2,454	2,454
GMC	Feb.-80	1,112	—	100	219	1,316	2,747
	2 Mos.-80	1,641	—	186	571	2,503	4,901
IHC	Feb.-80	—	15	45	172	620	852
	2 Mos.-80	—	30	88	456	1,401	1,975
Kenworth	Feb.-80	—	—	—	—	1,188	1,188
	2 Mos.-80	—	—	—	—	2,423	2,423
Mack	Feb.-80	—	—	—	—	1,997	1,997
	2 Mos.-80	—	—	—	—	4,040	4,040
Peterbilt	Feb.-80	—	—	—	—	894	894
	2 Mos.-80	—	—	—	—	1,856	1,856
Volkswagen	Feb.-80	1,786	—	—	—	—	1,786
	2 Mos.-80	1,794	—	—	—	—	1,794
White	Feb.-80	—	—	—	—	530	530
	2 Mos.-80	—	—	—	—	1,181	1,181
Others	Feb.-80	—	—	—	—	118	118
	2 Mos.-80	—	—	—	—	285	285
Total	Feb.-80	6,873	15	184	1,731	8,890	17,693
	2 Mos.-80	9,308	30	347	3,235	18,662	31,582
	Feb.-79	2,329	50	1,137	2,219	14,024	19,759
	2 mos.-79	4,548	116	2,296	4,271	28,111	39,342

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	February 1980	2 Months—1980 Units	2 Months—1980 Value[2]
Vans	7,081	14,743	186,426
Tanks	821	1,630	45,537
Bulk commodity and dry material	174	325	7,989
Pole and logging	119	232	2,508
Platform	2,327	4,406	36,349
Low-bed heavy haulers (over 10 tons)	594	1,096	18,536
Dump trailers and dump chassis	822	1,405	22,519
Dollies or converter gear	780	1,346	4,818
Auto transports	23	40	1,042
All other tractors and chassis	299	603	4,667
Total—Complete tractors and chassis	13,040	25,826	330,391
Detachable trailers[1]	551	1,195	11,664
Detachable trailers chassis[1]	1,116	2,539	2,539

Source: Industry Division, Bureau of the Census.
[1]Sold separately.
[2]Add 000.

TRUCK AND BUS PRODUCTION

Make	March 1980	March 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	48,100	120,138	180,484	334,357
GMC	14,038	33,893	45,254	92,710
Chrysler	13,469	43,977	36,939	135,435
Ford	67,144	127,227	183,468	349,820
International	0	13,962	0	38,194
Jeep Corp.	3,853	16,600	23,985	44,084
AM General	588	2,075	2,111	4,993
Mack	2,793	3,682	7,867	9,767
Volkswagen of America	2,878	—	6,698	—
White	570	1,150	2,159	3,875
Others	3,600	3,860	10,560	11,420
Total—Trucks and Buses	157,033	366,564	499,525	1,024,655
Total—Passenger Cars	638,350	888,250	1,783,732	2,411,307
Total—Motor Vehicles	795,383	1,254,814	2,283,257	3,435,962

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Feb.-80	130	2	154	—	—	4,071	4,357
	2 Mos.-80	161	23	403	—	—	6,021	6,508
Chrysler	Feb.-80	—	120	—	—	—	—	120
	2 Mos.-80	—	120	—	—	—	432	552
Ford	Feb.-80	1,515	614	628	—	—	—	2,757
	2 Mos.-80	2,568	1,676	1,185	—	—	—	5,429
Freightliner	Feb.-80	126	739	309	—	—	—	1,174
	2 Mos.-80	239	1,598	623	—	—	—	2,460
GMC	Feb.-80	295	578	854	—	—	1,118	2,846
	2 Mos.-80	524	1,166	1,759	—	—	1,659	5,108
IHC	Feb.-80	60	548	200	269	—	23	1,198
	2 Mos.-80	151	1,095	464	589	—	51	2,349
Kenworth	Feb.-80	340	716	267	—	—	—	1,323
	2 Mos.-80	510	1,567	623	—	—	—	2,700
Mack	Feb.-80	17	137	32	—	2,062	29	2,277
	2 Mos.-80	23	371	65	—	4,138	83	4,580
Peterbilt	Feb.-80	146	610	168	—	—	—	924
	2 Mos.-80	152	1,372	404	—	—	—	1,928
Volkswagen	Feb.-80	—	—	—	—	—	1,786	1,786
	2 Mos.-80	—	—	—	—	—	1,794	1,794
White	Feb.-80	39	387	148	—	—	—	574
	2 Mos.-80	36	837	340	—	—	—	1,263
Others	Feb.-80	86	57	48	—	—	—	191
	2 Mos.-80	177	130	116	—	—	—	423
Totals	Feb.-80	2,754	4,607	2,808	269	2,062	7,610	20,110
	2 Mos.-80	4,591	9,956	5,982	587	4,138	10,380	35,634
	Feb.-79	3,396	7,286	5,048	1,657	2,292	2,484	22,163
	2 Mos.-79	6,789	14,380	10,131	3,243	4,762	4,851	44,156

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Isuzu, Nissan, Olds, Perkins, Scandia Vabis.

America's Top 100 Regulated Carriers

CCJ's exclusive listing of the country's biggest 100 for-hire motor carriers . . . as determined by gross operating revenue.

Plus Industry Trends & Statistics

CCJ's annual look at the trucking industry in 1979

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This section, plus Industry Trends and Statistics, is available as a 24-page booklet at $3.00. Write: Editor, Commercial Car Journal, Chilton Way, Radnor, Pa. 19089.

Top 100 Data Shows Profits Squeeze for Many Carriers

CCJ's annual look at the nation's largest 100 common carriers shows a profits drop of 20% even though gross revenues were up (see tables on pull-out). Now this year is a 10-year analysis of costs, equipment, maintenance, profits, etc. for the Top 100 starting on page 118.

By **DOROTHY DINUNZIO, BART RAWSON, PAUL REDDY, BILL TRACY** and **JIM WINSOR** of the CCJ editorial staff

■ A quick look at the Top 100 "bottom line"—the financial summary of the nation's biggest carriers shown in the lower boxes of the following tables—reveals what nearly everyone already knows: 1979 was a tough year for most regulated carriers.

While total operating revenues for the Top 100 leaders were up by 14.1%, expenses were up by 16.1% resulting in a drop of combined net profits of a whopping 20%.

For the first 50 alone, revenues were up by 16.5%, expenses up by 18.6% and the drop in net profit was 18.5%. The obvious footnote is that the 50 largest carriers did just a bit better than the group as a whole, although there were some substantial winners and losers among all sizes.

One factor influencing the rise in overall expenditures could very well be a sharp increase in the number of vehicles purchased in 1979 (see detailed 10-year analysis on page 118). This is particularly true in the case of trailers and straight trucks. One can only presume that many carriers were (1) buying to beat the price increases and (2) updating older and inefficient mid-range pick-up and delivery trucks.

Even more alarming, 11 of the first 50 and 10 of the second 50 showed operating ratios above the 100 level—a general but not always accurate indicator that these 21 carriers had no operating profit at all.

Fortunately or unfortunately as the case may be, operating ratios do not always jibe with the net income figures. For instance, Interstate (No. 15) reported an OR of 100.7 which would indicate a loss, yet actually made a substantial profit, presumably coming from sources other than strictly trucking. On the other hand, Branch Motor Express (No. 41) showed a loss in net income yet had an operating ratio of only 98.4.

A scanning of many company reports to stockholders reveals comments similar to this: "... the decline in tonnage seems to have been the single factor with the severest impact. This was greater on our truckload traffic than on the less-than-truckload segment."

Behind such remarks is the clear implication that more and more truckload traffic is either being siphoned off by private or contract carriers, or common carriers specializing in trailer load freight only. Those carriers who are strongly entrenched in LTL freight appear to be generally better off than those who rely more heavily on full trailer loads.

A number of established patterns from previous years' analysis continue (see totals at the end of the tables for specific figures):

- Average tire and tube costs continue to increase but at a slightly slower rate (12.9%).
- Miles operated with company-owned equipment was up 2.6% over 1978.
- Tons carried in trailer load freight was up nearly 2 million tons; LTL freight, by contrast, was down over 5 million tons. The pattern since 1977 has been increasing TL tonnage and decreasing LTL tonnage. As noted earlier, increasing trailer load freight does not necessarily mean increased profits.

For a look at overall trends of the Top 100 carriers for the past 10 years, see separate article on page 118.

A-P-A first in OR

On a more positive note, several of the companies came through the year with operating ratios in the '80s and low '90s and one—APA Transport (No. 92)—topped all of them with 79.7. Close behind were Overnite (No. 16) with 85.6, Matlack (No. 21) at 86.8, Willis Shaw (No. 100) at 87.7, C&H (No. 43) at 88.0 and Bowman (No. 37) at 89.8.

International Transport, Red Star, Georgia Highway Express and Refiners Transport all had OR's of 90 or a fraction more, proving that size alone is not the key to profitability. The top two ranking long-haul carriers—Roadway and Consolidated Freightways—showed ratios of 91.6 and 92.5 respectively, and fourth-ranking Ryder Truck Lines (No. 6 on the list) was close with 92.6.

Compared to the regulated industry as a whole, the "Top 100," as might be expected, came out ahead. According to a recent summary by American Trucking Associations, the total drop in net income for 1979 was 26.9%.

"These results," noted ATA president Bennett Whitlock, "indicate two very important facts about the trucking industry: first, that the cost of resources needed to run a trucking business are skyrocketing, increasing much faster than revenues and second, despite propaganda to the contrary, motor carrier profits are not excessive."

The report also noted that the average operating ratio for the industry as a whole worsened to 96.3 from 94.7.

Who makes up the Top 100

As readers have noted through the years, CCJ's report on the Top 100 carriers differs from most other published lists on two vital points: first, the statistics are based on annual rather than "sum of the quarterly" reports as submitted to the Interstate Commerce Commission. The annual data, compiled for CCJ by Trinc Transportation Con-

Continued

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	1979	1978
A-P-A Transport	92	92
Aero Mayflower	28	31
Allied Van Lines	11	12
American Freight System	19	28
Anchor Motor Freight	18	16
Arkansas-Best	17	32
Associated Truck Lines	33	41
Atlas Van Lines	52	64
BN Transport	98	—
Bekins Van Lines	46	49
Bouteli Driveaway	99	97
Bowman Transportation	37	39
Branch Motor Express	41	40
Briggs Transportation	84	71
Brown Transport	55	66
C & H Transportation	43	45
C W Transport	60	62
Campbell "66"	79	82
Carolina Freight	20	18
Central Freight	34	33
Central Transport	50	50
Chemical Leaman	26	23
Coastal Tank	63	69
Commercial Carriers	62	53
Commercial Lovelace	57	61
Complete Auto Transit	45	36
Consolidated Freightways	4	4
Cooper-Jarrett	82	72
Delta Lines	39	38
Dohrn Transfer	75	78
ETMF Freight	14	15
Eazor Express	89	85
Frozen Food Express	76	87
Garrett Freightlines	40	35
Gateway Transportation	36	29
Georgia Highway Express	81	88
Gordons Transports	59	58
Graves Truck Lines	74	80
Global Van Lines	80	91
Groendyke	95	—
Hall's Motor Transit	22	52
Hemingway Transport	86	100
I M L Freight	32	24
Illinois-California	47	47
Internatl. Transport	51	57
Interstate Motor Frt.	15	14
Johnson Motor Lines	61	51
Jones Motor Co.	35	42
Jones Truck Lines	69	76
Lee Way Motor Freight	27	22
Ligon Spec. Haulers	78	94
Maislin Transport	72	79
Mason & Dixon	24	20
Matlack, Inc.	21	26
McLean Trucking	7	7
Merchants	70	77
Midwest Emery	53	60
Midwestern Distribution	67	69
Milne Truck	93	—
Motor Freight Express	73	75
Murphy Motor Freight	71	73
National Freight	85	96
No. American Van Lines	9	10
Nu-Car Carriers	88	93
Old Dominion	91	—
Overnite Transptn.	16	17
P-I-E	8	8
Pacific Motors	49	44
Pilot Freight	44	37
Preston Trucking	31	30
R-W Service	97	98
Red Ball	42	48
Red Star Express	77	83
Refiners Transptn.	94	90
Refrigerated Transport	54	54
Riss Transptn.	65	74
Roadway Express	2	2
Ruan Transport	90	84
Ryder Truck Lines	6	6
St. Johnsbury	56	55
Santa Fe Trail	68	67
Schneider Transport	38	43
Schwerman Trucking	58	56
Shaw, Willis	100	—
Signal Delivery	25	19
Smith's Transfer	12	13
Spector Freight	10	9
System 99	64	68
T.I.M.E.-DC	29	21
Thurston Motor	66	65
Transcon Lines	13	11
Tri-State Motor	48	59
United Parcel (IL)	1	1
United Parcel (NY)	3	3
United Transport	83	86
United Trucking	96	—
United Van Lines	23	27
Watkins Motor	67	81
Wilson Freight	30	28
Yellow Freight	5	5

sultants (a division of Dun & Bradstreet) are far more accurate and more inclusive than the quarterly figures.

Second, the CCJ tables include many carriers other than those handling only general commodity freight. Among them are seven household goods movers, six automobile carriers, six petroleum (or bulk) haulers, seven specific commodity carriers and five in the categories of retail delivery, heavy hauling, explosives and forest products. And topping them all are the two closely united divisions of giant United Parcel Service.

These 32 companies (many of them contract as well as common carriers) are just as much a part of the regulated industry as the general commodity group. If only the general commodities were listed, all would move up on the list and some, near the end, could advance by as many as 31 places.

Among the vocational groups, the top 10 general commodity carriers are easy to spot. In the order of operating renevues they are:

1. Roadway Express
2. Consolidated Freightways
3. Yellow Freight
4. Ryder Truck Lines
5. McLean Trucking
6. Pacific Intermountain Exp.
7. Spector Freight
8. Smith's Transfer
9. Transcon Lines
10. ETMF Freight System

Other groups are not as easy to find and are worth noting. The household movers line up as follows:

1. North American Van Lines
2. Allied Van Lines
3. United Van Lines
4. Aero Mayflower
5. Bekins Van Lines
6. Atlas Van Lines
7. Global Van Lines

It should be remembered that, while many of these movers appear to be struggling for profits, most are largely owned by local franchised outlets whose income is not reported separately and could be substantial.

The six automobile carriers among the top 100, all of them hurting from low automobile production in 1979, and more so in 1980, are:

1. Anchor Motor Freight
2. Complete Auto Transit
3. Commercial Carriers
4. United Transport
5. Nu-Car Carriers
6. Boutell Driveaway

Within the six petroleum (or bulk) haulers on the list there is a notable first-time switch in the top two:

1. Matlack, Inc.
2. Chemical Leaman
3. Coastal Tank Lines
4. Ruan Transport
5. Refiners Transport
6. Groendyke Transport

Although not directly comparable, the specific commodity carriers appear in this order:

1. Schneider Transport
2. C & H Transportation
3. Midwest Emery
4. Refrigerated Transport
5. Schwerman Trucking
6. Ligon Specialized Haulers
7. Frozen Food Express

The top-ranking very specialized group include:

Signal Delivery (No. 25), a contract carrier for Sears Roebuck; Tri-State Motor, an explosive and nuclear carrier (No. 48); International Transport, a heavy machinery hauler (No. 51); Midwestern Distribution, in forest products (No. 87), and Willis Shaw, specializing in retail frozen food delivery (No. 100).

There were six carriers on last year's list who failed to make this year's edition for various reasons. Among them: Werner Continental which merged into Hall's Motor Transit; Navajo which was acquired by Arkansas-Best; ONC which was purchased by McLean and Western Gillette which merged into Roadway. The other two were B & P Motor Express which curtailed much of its operations and Automobile Transport which entered bank-

Additional Data On The Top 100

To assure strict comparability, all data in the following tables have been extracted from official annual reports as submitted to the Interstate Commerce Commission by the carriers. Many of the carriers, however, operate substantial subsidiary companies or are themselves part of large corporations. Others have been involved with mergers or major acquisitions. The following footnotes reveal additional financial or corporate information. Numbers correspond to 1979 "rank" by Gross Operating Revenue.

1 & 3: United Parcel Service of Ohio based in St. Charles, IL and United Parcel of New York are both wholly-owned subsidiaries of United Parcel Service of America (Greenwhich, CT). These operating companies are closely affiliated and an application for merger is still pending with the ICC. As a result, certain operating data is not available. Their combined miles travelled in 1979 was 988,131,425, and their combined revenue was approximately $3.4 billion. On this consolidated revenue basis, UPS is clearly the nation's (and world's) largest privately-owned fleet.

2: Roadway Express remains the nation's No. 1 general commodity carrier. Figures now include acquisition of Western Gillette from March 23, 1979, and other smaller purchases.

4: Consolidated Freightways Corp. is a wholly-owned subsidiary of Consolidated Freightways, Inc., which also controls Freightliner Corp. (a truck manufacturer) and other enterprises. Total revenue of CF, Inc. in 1979 was $1.7 billion, up 24% from a year earlier, and net profit was $85.9 million, up 6%.

7: McLean Trucking acquired ONC Freight Systems in March, 1979. Company reports that this resulted in an increase in operating revenues, but a sharp drop in net income.

9: North American Van Lines and **Leeway Motor Freight** (No. 27) are wholly-owned by Pepsi Co., Inc.

18: Anchor Motor Freight is a contract carrier hauling new cars mostly for General Motors. It is a wholly-owned subsidiary of Leaseway Transportation Corp. (Cleveland, OH). Leaseway also owns several leasing companies, other carriers and related services. Parent company's total revenue in 1979 was $937 million, with $42.9 million in net earnings.

19: American Freight System moved up from No. 28 to No. 19 primarily as the result of the 1978 merger of All-American Transport Inc. (Sioux Falls, SD) and Terminal

1979's Top 100 Class 1 Carriers

Rank[1] '79	'78	Fleet	Type[2]	Financial Data (+000) Gross Oper. Revenue	Expenses	Net Income after Taxes[3]	Owned Vehicles[4] Trucks	Tractors	Trailers	(+000) Total Equip. Exp.
1	1	United Parcel Service, St. Charles, IL	CmGF	2321633	2205195	58178	24843	3785	11508	168313
2	2	Roadway Express, Akron, OH	CmGF	1098033	1006063	59629	1250	7351	14293	88042
3	3	United Parcel Service, New York, NY	CmGF	977967	954191	10391	9936	1598	4793	73241
4	4	Consolidated Freightways, Portland, OR	CmGF	849437	786132	42822	315	6206	16888	74495
5	5	Yellow Freight System, Kansas City, MO	CmGF	805304	773874	23124	657	6278	13693	81697
6	6	Ryder Truck Lines, Jacksonville, FL	CmGF	560700	519435	21522	838	2814	5982	28014
7	7	McLean Trucking, Winston-Salem, NC	CmGF	540144	544801	2470d	639	5160	9291	52489
8	8	Pacific Intermountain Express, Oakland, CA	CmGF	403037	378847	13543	389	2253	6775	25083
9	10	North American Van Lines, Fort Wayne, IN	CmHG	375596	356668	17845	2	34	5282	n/a
10	9	Spector Freight System, Chicago, IL	CmGF	316202	309197	1903	112	2586	5056	22394
11	12	Allied Van Lines, Broadview, IL	CmHG	268449	266279	859	0	0	614	n/a
12	13	Smith's Transfer, Staunton, VA	CmGF	253303	236713	7968	479	2628	4875	18735
13	11	Transcon Lines, Los Angeles, CA	CmGF	238303	233534	198	1824	4067	20074	282
14	15	ETMF Freight System, Dallas, TX	CmGF	235021	232741	3015	248	723	425	15337
15	14	Interstate Freight System, Grand Rapids, MI	CmGF	232933	234636	2417	112	1836	4066	15151
16	17	Overnite Transportation, Richmond, VA	CmGF	229456	196358	17207	504	2352	5092	19686
17	32	Arkansas-Best Freight System, Fort Smith, AR	CmGF	229096	235229	4438d	144	1824	4337	14083
18	16	Anchor Motor Freight, Cleveland, OH	CtMV	223768	215928	4714	0	2223	2381	19191
19	28	American Freight System, Sioux Falls, SD	CmGF	222539	230293	4907d	162	1946	4962	17232
20	18	Carolina Freight Carriers, Cherryville, NC	CmGF	215743	205921	4026	224	1829	3567	18081
21	25	Matlack Inc., Lansdowne, PA	CmLP	202762	176027	13425	15	1520	3310	18603
22	52	Halls Motor Transit, Mechanicsburg, PA	CmGF	199323	190493	5155	114	1541	3393	14887
23	27	United Van Lines, Fenton, MO	CmHG	199137	201119	442	0	0	72	n/a
24	20	Mason & Dixon Lines, Kingsport, TN	CmGF	184079	181053	1569	202	1304	2544	13624
25	19	Signal Delivery Service, Hinsdale, IL	CtRS	179327	167499	7518	488	1578	5584	12774
26	23	Chemical Leaman Tank Lines, Downingtown, PA	CmLP	173974	163446	3786	0	1320	2942	21206
27	22	Lee Way Motor Freight, Oklahoma City, OK	CmGF	171834	185964	7698d	208	1486	3986	14429
28	32	Aero Mayflower Transit, Indianapolis, IN	CmHG	169750	168059	2012	0	21	872	n/a
29	21	T.I.M.E.—D.C., Lubbock, TX	CmGF	169735	165105	1705	120	1283	2984	12621
30	26	Wilson Freight, Cincinnati, OH	CmGF	165123	171632	2730d	60	1191	2074	14991
31	30	Preston Trucking, Preston, MD	CmGF	160302	151923	6890	56	1367	1710	13530
32	24	I M L Freight, Salt Lake City, UT	CmGF	159098	161467	4610d	144	1027	2440	13496
33	41	Associated Truck Lines, Grand Rapids, MI	CmGF	155675	154518	2477	62	1293	3175	11076
34	33	Central Freight Lines Inc., Waco, TX	CmGF	154279	149916	4263	910	817	2752	11480
35	42	Jones Motor Co. Inc., Spring City, PA	CmGF	147565	145809	954	111	1034	2146	8506
36	29	Gateway Transportation, La Crosse, WI	CmGF	147387	155623	3660d	63	1262	2444	12027
37	39	Bowman Transportation, Atlanta, GA	CmGF	142911	128378	8136	234	1377	3041	14316
38	43	Schneider Transport Inc., Green Bay, WI	CmSC	142529	136626	4107	3	1638	2508	16299
39	38	Delta Lines Inc., Oakland, CA	CmGF	137177	134777	2899	547	1550	3215	9560
40	35	Garrett Freightlines, Pocatello, ID	CmGF	135862	129062	2741	436	966	2484	9199
41	40	Branch Motor Express, New York, NY	CmGF	135448	134693	368d	286	1237	2291	10603
42	46	Red Ball Motor Freight, Dallas, TX	CmGF	133592	131634	674	94	1298	2713	9115
43	45	C & H Transportation Co. Inc., Dallas, TX	CmSC	133006	117094	7517	11	288	2555	7024
44	37	Pilot Freight Carriers Inc., Winston-Salem, NC	CmGF	132167	129380	1206	71	988	2172	11030
45	36	Complete Auto Transit, Detroit, MI	CtMV	130559	125922	2393	0	1543	1551	19388
46	49	Bekins Van Lines, Hillside, IL	CmHG	116264	115737	1779	0	15	915	n/a
47	47	Illinois-California Express, Denver, CO	CmGF	108874	107743	364d	282	575	1970	8425
48	59	Tri-State Motor Transit, Joplin, MO	CmED	107262	100318	2982	14	245	2127	7232
49	44	Pacific Motor Trucking, San Francisco, CA	CmGF	105201	108321	3049d	607	986	2759	11277
50	50	Central Transport Inc., Sterling Hgts., MI	CmGF	105135	105409	899	0	0	0	299
		TOTAL TOP 50—1979		$15,101,939	$14,516,782	$340,796	47,816	88,243	216,683	$1,078,563
		TOTAL TOP 50—1978		12,957,711	12,228,864	403,933	42,654	79,404	182,998	907,888
		TOTAL TOP 50—1977		10,892,762	10,198,157	402,578	40,696	72,006	164,276	760,677

Maintenance Data		Intercity Operating Data (+000)												
						Miles Operated								
		Tons Carried[a]		No. of Shipments			Rented Vehicles							
Avg. No. Maint. Employs.	(+000) Tires & Tubes	TL	LTL	TL	LTL	Owned Vehicles	With Drivers	Without Drivers	Rail & Water Miles[a]	Avg. Load (tons)	Avg. Haul (miles)	Oper. Ratio	Rank by Oper. Ratio[7]	Fleet
2970	17642	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	95.0	t23	UPS (IL)
1034	14968	3704	3905	258	11655	499198	1624	1	700	14.1	928	91.6	10	Roadway
1478	5421	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	97.6	t38	UPS (NY)
835	10686	1889	2780	164	7743	460515	193	2455	9969	16.2	1448	92.5	13	Consolidated
1095	10536	3344	2324	232	6545	405893	9639	21773	2328	15.1	1171	96.1	29	Yellow
451	5175	5183	1358	347	3260	183616	47237	70395	540	14.6	675	92.6	t14	Ryder
655	9033	2616	2005	186	6017	254852	2060	8594	1876	13.9	804	100.9	59	McLean
341	3836	4430	842	231	2508	155645	36558	30052	1153	14.9	632	94.0	19	P.I.E.
n/a	3693	n/a	2315	n/a	n/a	n/a	302284	0	0	6.2	813	95.0	t23	North American
406	2310	2633	1019	169	2401	130412	4146	38818	35	15.0	712	97.8	39	Spector
0	193	n/a	686	n/a	n/a	0	135822	0	0	4.9	954	99.2	149	Allied
361	3110	1535	1060	112	2703	124617	0	0	0	14.1	680	93.5	117	Smith's
282	3160	816	557	72	1303	139661	565	0	1363	16.5	1703	98.0	41	Transcon
246	2904	1270	648	85	1607	4120	25921	110874	736	14.8	1489	99.0	148	ETMF
179	2684	2799	664	175	1943	86922	27790	8656	0	14.9	530	100.7	58	Interstate
379	4061	2342	1332	160	3649	138956	0	20	0	11.6	438	85.6	2	Overnite
259	5290	1678	614	106	1485	106021	13455	21488	0	15.9	975	102.7	66	Arkansas-Best
354	6395	n/a	3168	n/a	n/a	122851	5043	10482	0	6.6	287	96.5	31	Anchor
287	2785	1053	1081	76	3246	79920	2635	22039	116	12.7	621	103.5	68	American Freight
329	2513	1522	798	103	1917	94282	6778	11354	1050	13.5	657	95.5	t26	Carolina
193	4231	n/a	11128	n/a	n/a	119532	26300	7567	0	11.6	160	86.8	3	Matlack
243	2900	2295	705	150	1676	54594	0	29483	38	13.4	400	95.6	t27	Hall's
0	117	n/a	497	n/a	n/a	0	101025	0	0	5.9	1189	101.1	60	United Van Lines
212	1522	1876	640	121	1388	72024	9931	12571	0	14.7	553	98.4	44	Mason & Dixon
255	2721	n/a	n/a	n/a	n/a	13714	0	65	0	7.4	332	93.4	16	Signal
449	4411	n/a	7889	n/a	n/a	83760	38824	0	0	13.5	210	93.9	18	Chemical Leaman
218	2636	750	498	51	1385	99037	0	0	80	15.6	1238	108.2	72	Lee Way
n/a	164	n/a	407	n/a	n/a	583	85168	0	0	5.1	1065	99.0	148	Aero Mayflower
210	1937	766	344	52	794	84161	14999	0	1768	14.8	1343	97.3	36	T.I.M.E.-DC
115	2050	1331	652	87	1687	62771	17279	0	20	14.7	594	103.9	69	Wilson
263	1608	1383	861	108	2112	47327	595	6481	0	12.0	292	94.8	t22	Preston
288	2027	561	413	37	1100	70111	5857	11490	808	15.5	1401	101.5	t61	I M L Freight
189	1618	1638	1009	117	2473	42416	137	14293	3	10.7	229	99.3	150	Associated Truck
218	2097	2184	1472	146	4497	38905	0	24749	0	9.6	166	97.2	35	Central Freight
170	1408	1588	570	98	1417	40614	3301	24304	10	14.4	455	98.9	47	Jones Motor
195	1655	1389	578	94	1341	45048	14934	11657	95	14.3	523	105.7	71	Gateway
296	2899	1519	515	96	1402	79557	6758	218	1734	13.5	592	89.8	6	Bowman
0	2459	n/a	n/a	n/a	n/a	128623	4681	0	0	12.8	547	95.9	28	Schneider
175	1081	426	933	31	2369	33806	1272	5670	1005	11.1	347	98.3	143	Delta Lines
149	1846	632	597	40	2121	54971	0	0	54	15.7	703	95.0	t23	Garrett
197	2325	945	709	65	1320	45962	2241	9023	0	13.0	450	99.4	51	Branch
167	1872	865	628	58	1789	53749	3381	4012	310	14.9	616	98.5	145	Red Ball
52	3579	n/a	1582	n/a	n/a	15906	96696	0	0	14.6	1037	88.0	5	C & H
263	2108	872	554	63	1483	75492	43	0	499	13.0	706	97.9	140	Pilot Freight
182	3643	n/a	2450	n/a	n/a	87747	4792	0	0	6.4	242	96.4	130	Complete Auto
n/a	732	n/a	n/a	n/a	n/a	0	5662	0	314	5.3	1176	98.5	145	Bekins
156	947	545	322	37	974	41590	8994	10183	96	15.3	1070	99.0	148	I.C.X.
95	1551	n/a	951	n/a	n/a	16127	82241	0	0	11.9	1235	93.5	117	Tri-State
249	1339	n/a	1977	n/a	n/a	28605	715	55	2870	10.0	188	103.0	67	Pacific Motor
0	0	2879	553	174	964	0	15908	33709	0	8.8	124	100.3	56	Central Transport

399	$175,878
388	152,892
324	136,020

Source: Prepared especially for CCJ by Trinc Transportation Consultants, a division of Dun & Bradstreet, from ICC motor carrier annual reports for 1979. •—Operating revenue figure is derived from 1979 fourth quarter cumulative figures. Annual report was not available at closing time. '—'indicates not among Top 100 in 1978. [2]—**Cm**—common, **Ct**—contract, **GF**—general freight, **EB**—explosives and dangerous articles, **FP**—forest products, **HM**—household goods, **HME**—heavy machinery, **LP**—liquid petroleum products (including in most cases other bulk commodities), **MV**—motor vehicles, **RS**—retail store delivery, **SC**—specific commodity not otherwise grouped. [5]—"d" following data indicates net loss (deficit) after taxes. [6]—As of Dec. 31, 1979. [8]—Where only one figure appears, it represents total tonnage. [9]—Predominately piggyback. [7]—"t" following data indicates tie for that rank. n/a—indicates not applicable, as with •—indicates data not available.

Rank[1] '79	'78	Fleet	Type[2]	Financial Data (+000) Gross Oper. Revenue	Expenses	Net Income after Taxes[3]	Owned Vehicles[4] Trucks	Tractors	Trailers	(+000) Total Equip. Exp.
51	57	International Transport Inc., Rochester, MN	CmHM	104500	94919	4550	0	0	2017	3483
52	64	Atlas Van Lines Inc., Evansville, IN	CmHG	104015	101794	2210	7	4	85	n/a
53	60	Midwest Emery Freight System, Chicago, IL	CmSC	103911	101711	1227	3	8	115	1899
54	54	Refrigerated Transport Co., Forest Park, GA	CmSC	103434	98271	2122	4	188	828	6174
55	66	Brown Transport Corp., Atlanta, GA	CmGF	101525	93958	6503	176	629	1189	4883
56	55	St. Johnsbury Trucking, St. Johnsbury, VT	CmGF	101504	100057	1808	0	0	0	7879
57	61	Commercial Lovelace Motor Frt., Columbus, OH	CmGF	98307	1100352	3709d	97	1016	2494	8077
58	56	Schwerman Trucking Co., Milwaukee, WI	CmSC	98033	95699	386d	0	1375	2238	12473
59	58	Gordons Transports Inc., Memphis, TN	CmGF	97638	94546	651	60	914	1868	7067
60	62	C W Transport Inc., Wisconsin Rapids, WI	CmGF	94666	90222	2182	5	941	1935	8038
61	51	Johnson Motor Lines Inc., Charlotte, NC	CmGF	94578	96661	946d	325	807	1460	8250
62	53	Commercial Carriers Inc., Romulus, MI	CmMV	92726	91126	787	0	1111	1430	10484
63	69	Coastal Tank Lines Inc., Akron, OH	CmLP	91733	85568	2629	0	462	1081	7900
64	68	System 99, Oakland, CA	CmGF	87956	88289	202d	244	719	1554	6070
65	74	Riss International Corp., Kansas City, MO	CmGF	87320	81668	3831	414	8	0	1614
66	65	Thurston Motor Lines Inc., Charlotte, NC	CmGF	85902	85722	201	566	545	2523	7915
67	81	•Watkins Motor Lines Inc., Atlanta, GA	GmGF	82714	78065	2765	n/a	n/a	n/a	n/a
68	67	Santa Fe Trail Transportation, Wichita, KS	CmGF	80547	80610	262d	109	856	984	6637
69	76	Jones Truck Lines Inc., Springdale, AR	CmGF	79739	773395	2951	67	683	269	3509
70	77	Merchants Fast Motor Lines, Abilene, TX	CmGF	79639	73393	3432	0	0	0	4793
71	73	Murphy Motor Freight Lines, St. Paul, MN	CmGF	77511	76420	549	26	636	1720	4791
72	79	Maislin Transport of Del. La Salle, Que., CN	CmGF	77390	73099	1587	47	459	2338	5047
73	75	Motor Freight Express, York, PA	CmGF	75735	77038	935d	55	623	1379	5554
74	80	Graves Truck Line Inc., Salina, KS	CmGF	75048	72861	2629	269	721	1930	5841
75	78	Dohrn Transfer Co., Rock Island, IL	CmGF	74249	73740	487d	13	693	1517	6276
76	94	Ligon Specialized Haulers, Madisonville, KY	CmSC	71911	69609	1502	0	18	108	123
77	83	Red Star Express Lines, Auburn, NY	CmGF	69713	63368	5110	37	655	1136	5405
78	87	Frozen Food Express, Dallas, TX	CmSC	68154	65717	1251	0	0	720	2883
79	82	Campbell "66" Express, Springfield, MO	CmGF	67545	67298	361	55	738	1169	6653
80	91	Global Van Lines Inc., Anaheim, CA	CmHG	66839	65663	509	0	38	396	n/a
81	88	Georgia Highway Express, Atlanta, GA	CmGF	66732	60237	3638	117	468	985	3921
82	72	Cooper-Jarrett, Orange, NJ	CmGF	66333	69366	3887d	27	547	892	6771
83	86	United Transport Inc., Oklahoma City, OK	CmMV	65158	66104	917d	0	860	865	9620
84	71	Briggs Transportation, St. Paul, MN	CmGF	64872	66284	1786d	100	769	1807	4783
85	96	National Freight Inc., Vineland, NJ	CmGF	64455	63818	553	0	85	1123	5145
86	100	Hemingway Transport, New Bedford, MA	CmGF	64405	62231	1212	17	283	357	4272
87	89	Midwestern Distribution, Fort Scott, KS	CmFP	64285	61459	2038	0	0	866	1791
88	93	Nu-Car Carriers Inc., Bryn Mawr, PA	CmMV	61677	62989	2230d	691	0	826	7430
89	85	Eazor Express Inc., Pittsburgh, PA	CmGF	61182	61418	734d	63	536	390	4493
90	84	Ruan Transport, Des Monies, IA	CmLP	60930	59411	1018	0	381	888	5714
91	•	Old Dominion Freight Inc., High Point, NC	CmGF	60007	55317	1535	31	647	1171	5556
92	92	A-P-A Transport Corp., North Bergen, NJ	CmGF	59815	47689	5746	322	187	482	3091
93	•	Milne Truck Lines, Salt Lake City, UT	CmGF	59777	56673	1391	163	441	1125	3375
94	90	Refiners Transportation & Term., Oregon, OH	CmLP	59256	53532	3133	23	423	741	5432
95	•	Groendyke Transport Inc., Enid, OK	CmLP	56677	55644	550	0	405	531	7693
96	•	United Trucking Service, Taylor, MI	CmGF	56384	56409	124d	31	334	985	4857
97	98	R-W Service System, Taylor, MI	CmGF	56039	52951	2119	0	7	314	735
98	•	BN Transport Inc., St. Paul, MN	CmGF	54694	52016	64	52	515	940	2443
99	97	Boutell, F. J. Driveaway Co., Flint, MI	CmMV	54192	53778	1160d	0	612	718	7818
100	•	Willis Shaw Frozen Express, Elm Springs, AR	CmRS	53017	46519	3335	0	257	650	3251
		TOTAL TOP 100—1979		**$18,906,308**	**$18,191,466**	**$400,710**	**52,032**	**110,847**	**267,822**	**$1,336,472**
		TOTAL TOP 100—1978		**16,577,178**	**15,666,958**	**500,602**	**45,639**	**101,321**	**231,781**	**1,135,779**
		TOTAL TOP 100—1977		**14,031,286**	**13,184,659**	**487,532**	**43,635**	**93,728**	**213,565**	**955,755**

Maintenance Data		Intercity Operating Data (+000)												
						Miles Operated								
		Tons Carried[a]		No. of Shipments			Rented Vehicles							
Avg. No. Maint. Emplys.	(+000) Tires & Tubes	TL	LTL	TL	LTL	Owned Vehicles	With Drivers	Without Drivers	Rail & Water Miles[a]	Avg. Load (tons)	Avg. Haul (miles)	Oper. Ratio	Rank by Oper. Ratio[r]	Fleet
0	2111	n/a	850	n/a	n/a	0	92930	0	0	13.3	1458	90.8	8	Internatl. Transport
0	115	n/a	273	n/a	n/a	150	52775	0	0	5.9	1147	97.9	140	Atlas Van
26	257	n/a	2617	n/a	n/a	0	6348	85	0	18.0	629	97.9	140	Midwest Emery
137	1246	n/a	1693	n/a	n/a	11432	80165	4991	93	16.2	947	95.0	t23	Refrigerated Trans.
89	762	1481	467	98	1216	25243	36055	0	0	13.7	431	92.6	114	Brown Transport
144	1246	335	665	27	2434	0	0	26200	0	8.3	217	98.6	146	St. Johnsbury
139	920	881	728	66	1837	32115	0	150	0	7.6	153	102.1	164	Commercial Lovelace
408	1512	n/a	9279	n/a	n/a	75809	6071	25	0	11.7	103	97.6	138	Schwerman
130	1271	761	371	52	832	50111	364	1004	136	14.7	671	96.8	133	Gordons Transports
182	769	1323	427	87	746	34394	0	0	396	15.3	364	95.3	25	C W Transport
154	1154	793	293	54	800	43851	12699	11267	0	11.6	724	102.2	165	Johnson Motor
148	1834	0	2531	210	0	42896	0	12143	0	6.0	131	98.3	143	Commercial Carriers
128	1733	n/a	7133	n/a	n/a	39707	14233	9923	0	10.3	92	93.3	15	Coastal
95	1191	953	445	25	1427	23029	1636	5816	4	15.5	592	100.4	157	System 99
0	672	1372	74	84	78	0	67753	0	1442	11.6	554	93.5	117	Riss
193	1731	1115	419	72	1265	44334	7431	0	0	13.5	455	99.8	53	Thurston
n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	94.4	20	Watkins
15	880	500	210	34	466	13773	66	13	24050	10.9	579	100.1	55	Santa Fe
76	747	835	407	56	1086	27876	7249	0	197	14.6	417	92.0	11	Jones Truck
76	1288	587	726	42	2160	0	341	33491	0	11.7	302	92.2	112	Merchants
85	809	553	443	43	1138	29541	571	1256	52	12.6	396	98.6	146	Murphy Motor
72	1252	1203	301	72	725	29335	0	511	0	10.9	217	95.5	126	Maislin
92	760	895	352	56	796	11069	620	16802	3	15.0	342	101.7	62	Motor Freight
94	890	598	506	43	1509	23750	8031	0	0	9.2	265	97.1	34	Graves
118	1010	568	415	43	832	32445	1	0	0	12.3	405	99.3	150	Dohrn
0	0	n/a	1833	n/a	n/a	0	54764	0	0	19.5	582	96.8	133	Ligon
108	871	380	406	29	1074	13831	175	0	0	16.7	198	90.9	9	Red Star
0	310	n/a	930	n/a	n/a	0	50047	0	0	n/a	n/a	96.4	130	Frozen Food
115	1233	452	309	34	666	33984	1	4	0	13.9	622	99.6	52	Campbell "66"
n/a	133	n/a	170	n/a	n/a	0	33991	0	0	4.4	875	98.2	142	Global Van
65	715	656	498	45	1444	12418	9497	0	9043	8.8	264	90.3	17	Georgia Highway
82	1028	410	262	30	567	29496	0	0	262	13.2	578	104.6	70	Cooper-Jarrett
155	1569	n/a	1646	n/a	n/a	49674	219	0	0	7.9	239	101.5	t61	United Transport
93	639	394	418	32	1037	21558	0	0	0	12.3	326	102.2	165	Briggs
130	465	1444	94	114	36	2249	41794	12751	0	10.3	379	99.0	148	National Freight
58	724	471	333	33	834	16795	1763	2331	0	10.7	278	96.6	32	Hemingway
0	1274	1248	0	63	0	0	90198	0	0	12.5	902	95.6	t27	Midwestern Dist.
101	2285	n/a	n/a	n/a	n/a	25926	0	8563	0	6.6	155	102.1	164	Nu-Car
65	683	781	195	48	469	18656	1853	13163	0	17.0	586	100.4	157	Eazor
111	831	n/a	7541	n/a	n/a	35035	0	16533	0	12.3	84	97.5	37	Ruan
103	1601	1009	274	59	568	31942	9853	206	0	9.0	294	92.2	t12	Old Dominion
52	378	93	368	9	1308	5761	0	0	0	11.4	142	79.7	1	A-P-A
74	600	342	304	22	1052	15194	2515	0	1603	16.4	490	94.8	t22	Milne
79	1244	n/a	7576	n/a	n/a	30437	6292	0	0	13.5	65	90.3	17	Refiners
116	1690	n/a	4213	n/a	n/a	32006	3395	23645	0	13.1	184	98.2	142	Groendyke
64	1164	1503	125	88	151	16797	0	13844	0	14.2	267	100.0	54	United Trucking
14	302	1856	246	103	43	0	5595	28009	0	14.7	281	94.5	21	R-W Service
40	424	351	142	21	353	9582	7443	0	7010	9.0	512	95.1	24	BN Transport
85	1055	918	0	88	0	38918	47	4147	0	5.2	247	99.2	149	Boutell
47	740	n/a	639	n/a	n/a	24688	35226	0	0	16.3	1528	87.7	4	Shaw, Willis

253 $223,966
256 198,356
225 175,511

Source: Prepared especially for CCJ by Trinc Transportation Consultants, a division of Dun & Bradstreet, from ICC motor carrier annual reports for 1979. •—Operating revenue figure is derived from 1979 fourth quarter cumulative figures. Annual report was not available at closing time. [t]—"t" indicates not among Top 100 in 1978. [a]—**Ca**—common, **Ct**—contract, **GF**—general freight, **EB**—explosives and dangerous articles, **FP**—forest products, **HH**—household goods, **HM**—heavy machinery, **LP**—liquid petroleum products (including in most cases other bulk commodities), **MV**—motor vehicles, **RS**—retail store delivery, **SC**—specific commodity not otherwise grouped. [r]—"r" following data indicates net loss (deficit) after taxes. [s]—As of Dec. 31, 1979. [t]—Where only one figure appears, it represents total tonnage. [p]—Predominately piggyback. [r]—"r" following data indicates tie for that rank. **a/a**—indicates not applicable. **na** with •—indicates data not available.

ruptcy on April 1, 1980.

This made room for six newcomers on the list:

Old Dominion Freight
Milne Truck Lines
Groendyke Trucking Service
United Trucking Service
BN Transport
Willis Shaw Frozen Express

As always, there were those who made spectacular gains in relative position. Roadway and McLean are so well entrenched that their already-mentioned acquisitions made no change in their ranking. But Arkansas-Best which acquired Navajo moved up from No. 32 to No. 17; Halls which merged Werner Continental moved from No. 52 to No. 22; Watkins jumped from No. 81 to No. 67; Global jumped from 91 to 80 and Hemingway, through recent reorganization, gained 17 places from No. 100 to No. 86.

There were no quantum leaps downward except for those who were absorbed or abandoned some operations.

Of interest are the five companies which missed being on the list by a "shin plaster." None have been on before. They are:

Midwest Coast Transport
Ace-Doran Hauling & Rigging
Dallas & Mavis Forwarding
Homes Transportation
Holland Motor Express

Always a mystery to some is the substantial number of carriers who show relatively few "owned vehicles" or, in some cases, none at all. The answer is quite simple. Either they rely heavily on owner operators for power equipment as is the case with most household movers and some others (see "rented vehicles with drivers" column). Or, they lease their equipment, more often than not, from a subsidiary company as does St. Johnsbury Trucking (see "rented vehicles without drivers).

The Private Fleets

It is important to remember that CCJ's top 100 list includes only *regulated carriers*. In addition there are hundreds of very large fleets belonging to private truck operators. Many of them would place high on the top 100 list if it were possible to make direct comparisons. But since they do not generate revenue and do not report to the ICC, such comparisons cannot be made.

Periodically CCJ publishes statistics on *some* of them who volunteer the necessary information. The latest summary of 82 such non-regulated fleets appeared on pages 150 to 154 of CCJ's June 1979 issue. Included was a breakdown of the more than 417,000 vehicles in the U.S. Government fleets and several lists by vocational categories, such as food, petroleum, leasing and public utilities.

In all, there are approximately five times as many private fleets as regulated carriers. Collectively they carry more tonnage, even inter-city, than the common carriers. When their local deliveries and services are added, their proportionate role skyrockets enormously.

It is unfortunate that these private fleets cannot be included in their right places among the Top 100. Even so, this annual list of the largest regulated carriers is an important window on the status of the industry as a whole.

Importantly it is a measure of where the industry *has been*, rather than where it *is going*. In recent years it has shown continuing overall gains. But the narrow margins of gain in 1979 over 1978 reflect the early stages of recession which marked the last half of 1979.

It is probable that the 1980 figures will reflect some actual downturns in revenue as well as profit, influenced not only by recession and inflation, but also by the effect of coming stages of deregulation.

CCJ is not blind to these factors. Yet for almost 70 years, we have followed closely the remarkable resilience of the trucking industry in good times and bad. Industry growth and profitability are tied closely to the nation's growth of gross national product. □ □ □

Transport (Atlanta, GA).

21: Matlack, Inc. is now the nation's No. 1 bulk commodity hauler. Its subsidiary, CF Tank Lines, was merged in January, 1979. Matlack is owned by RLC Corp., which also owns Rollins Truck Leasing.

22: Hall's Motor Transit moved up on the list from No. 52 in 1978, primarily as the result of consolidation with its subsidiary, Werner Continental, which was No. 63 on last year's list. In January, 1980, Hall's was purchased by Tiger International (Los Angeles), parent company of Flying Tiger air system. It is expected that Hall's will continue operations as a subsidiary.

23: United Van Lines is primarily owned by 134 independent "agent" companies.

25: Signal Delivery Service is a contract carrier servicing principally Sears Roebuck & Co. and Whirlpool Corp. It is 80% owned by Leaseway Transportation Corp. (see note 18 above) and 20% by Sears Roebuck and Co.

35: Jones Motor Co. is a wholly-owned subsidiary of Alleghany Corp. (New York). Figures include Jones' special commodities division.

36: Gateway Transportation has announced agreement in principal to sell to Maislin Industries, Ltd. of Canada. Transaction was still pending at the end of 1979. (See note 72 below.)

39: Delta Lines is a subsidiary of Delta California Industries, which also controls California Motor Express.

45: Complete Auto Transit is a new car carrier hauling principally for General Motors. It is wholly-owned by Ryder System, Inc. (Miami), which is primarily involved in truck leasing and rental.

49: Pacific Motor Trucking is owned by Southern Pacific Railroad.

60: CW Transport, a heavy hauler, is now a wholly-owned subsidiary of Gerber Products Co. (Fremont, MI).

68: Santa Fe Trail Transportation is owned by Santa Fe Industries whose principal business is the Atchison, Topeka and Santa Fe Railroad Co.

72: Maislin Transport of Delaware is a wholly-owned subsidiary of Maislin Industries, Ltd. of Canada, which also owns Maislin Transport, Ltd., a Canadian carrier, and other operations. Combined revenues would put total Maislin enterprises considerably higher on the list.

94: Refiners Transportation and Terminal Co. is wholly-owned by Leaseway Transportation Corp. (See note No. 18 above.)

Ten Years Of Top 100

The CCJ Top 100 has always been a "hands on the wheel and eyes on the road ahead" special—with a sometimes glimpse into the rearview mirrors. Entering a new decade, we stop for an analytical look at what's happened in the last 10 years.

The trends

- More vehicles in service driven more miles being maintained by fewer mechanics.
- Big companies getting bigger at smaller companies' expense.
- Gross operating revenues rising at an annual average rate of 13.1%.
- Equipment maintenance costs per mile operated increasing about 1.8% annually.
- Average load tonnage remains stable.
- Average mileage per haul decreases.
- Annual average miles per vehicle increasing by about 1.8%.

These are some trends culled from an exhaustive analysis of information published over the last 10 years of CCJ's Top 100 Class 1 motor carriers. This bellwether sampling does not represent all of the industry, but it does reveal certain vital signs, especially those that can be used to gage and predict future health.

Overall, the 1970s were good for trucking. Net income and gross revenues both increased at a rate that bettered inflation. While operating expenses also increased dramatically, the increase on average was less than the increase in gross revenue. Numbers of vehicles operated increased, total tonnage hauled increased and the operating ratio for all Top 100 companies during the period was a respectable 95.0. Only one year was bad.

The wretched year was 1975. Everything plummeted. Net income decreased almost 20%; tons hauled and numbers of shipments both fell 10%; the number of maintenance employees working declined by about 30%. Fortunately, conditions have steadily improved since then.

The one vexing tendency in the decade is the move to fewer mechanics maintaining more vehicles

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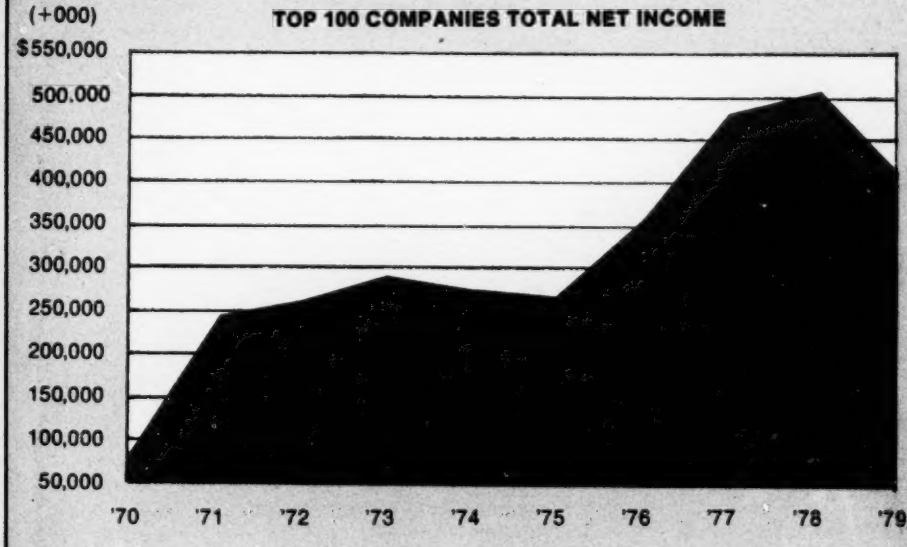
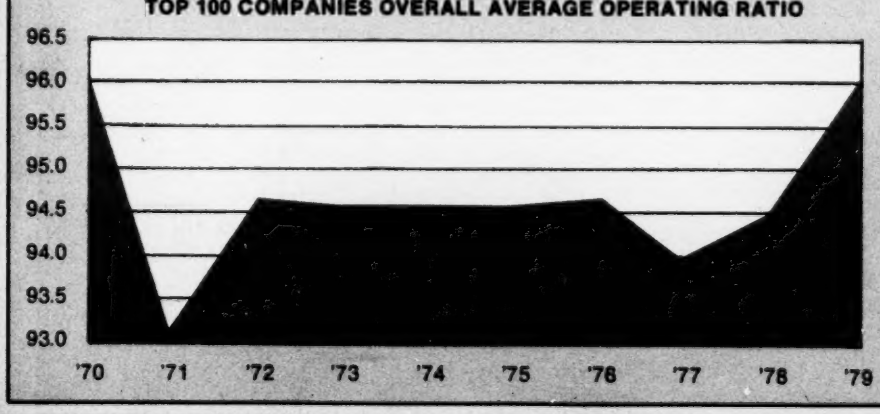
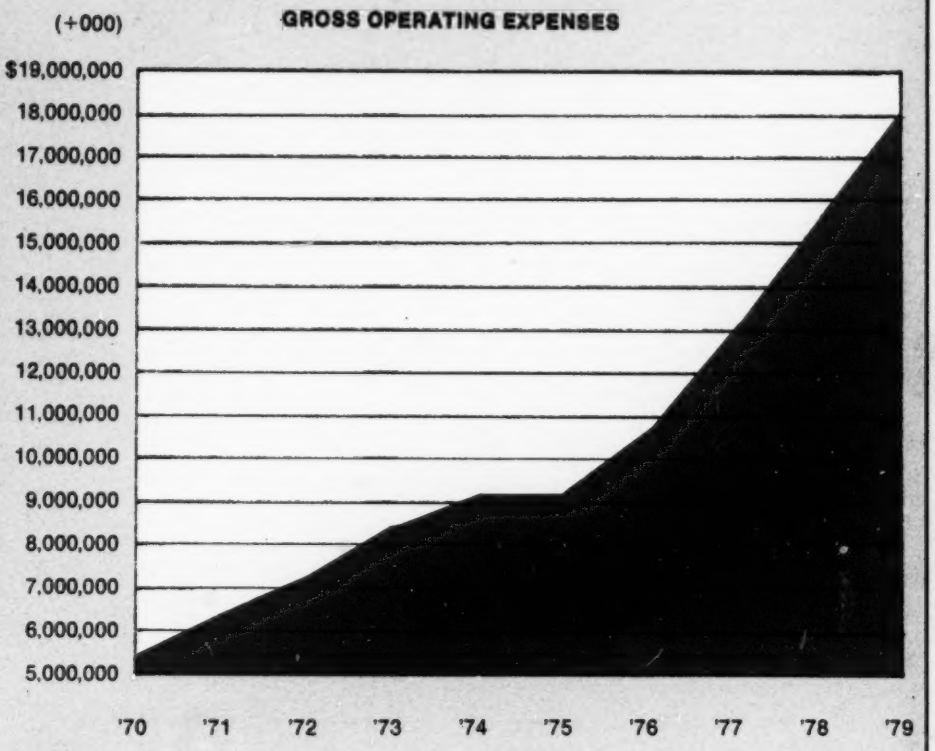


Net Income: The graph at left shows an almost sixfold increase in total net income for the "Top 100" companies through 1978. The 20% decline to 400,710,000 in 1979 from 1978's record 500,602,000 radically changes the upward trend begun in 1975. The 1979 falloff in profit is substantial, but when balanced against the biggest ever capital expenditures for additional rolling stock, it is understandable. Average gain from one year to the next was 39%. However, the variance was wide. The 1971 increase over 1970, admittedly a depressed year, was unprecedented for the period—282%. And 1975 and 1979 represent the swings in the other direction at −19% and −20% respectively. **Note:** comparisons made before and after 1974 are dubious because ICC reporting procedures for the categories comprising operating expenses were changed in that year.

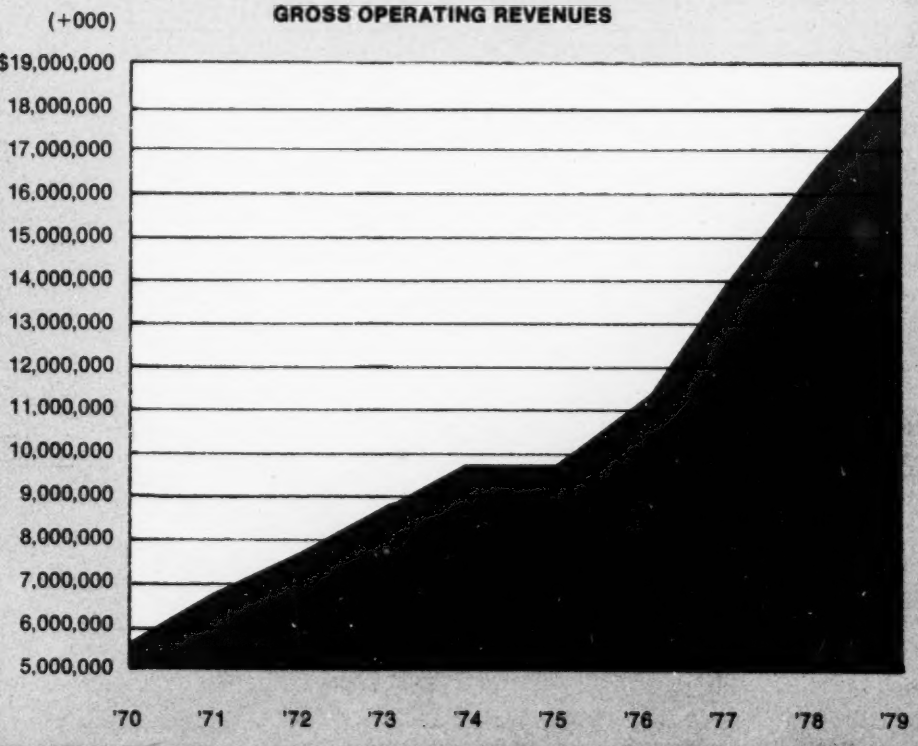


Average Operating Ratio: For most of the decade, the average operating ratio for the "Top 100" companies was uncannily consistent. From 1972 through 1978 it never deviated more than ½%. However the 1979 leap to a new high of 96.2 is an extreme matched only by the 1971 drop to 93.2 from 'off year' 1970's 96.1. The 1979 figure must be tempered by consideration of the acquisition of considerable amounts of rolling stock and the ensuing expenditures brought about by those acquisitions.

Gross Operating Expenses: Over the decade operating expenses increased overall more than threefold for the "Top 100" companies. Expenses in 1970 amounted to $5,505,359,000 compared to 1979's $18,191,466,000. The chart at right indicates the climb was steady and steep. Because of the 1974 ICC changes in expense reporting categories, pre and post 1974 comparisons are chancy. But expenses, as the chart shows, levelled off in the 1975-75 period, but that was most likely due to recession. The trend seems now toward decreasing expenses. The largest yearly increase came in 1977 when expenses ballooned upwards by 21.6%. Since then the trend has been downward, yet the rates of increase are still hefty at 18.8% in 1978 and 16.1% in 1979.



Gross Operating Revenues: The graph at right shows a definite growth trend. Revenues for the "Top 100" companies increased 330% through the decade. The average yearly growth rate works out to 14.3%. The only lapse, the 1974-75 period, is attributable to that period's general recession. Not surprisingly, the expense curve parallels the gross revenue curve very tightly. The difference between the two rarely exceeds 1% in any year. And in the seventies, only the end years defy that generalization. Revenues exceeded expenses by 3.7% in 1971 and by 2.1% in 1979. For the 1977 through 1979 period, the growth trend declines even in the face of an 18.2% yearly average increase for that period. The 1977 gain over 1976 was 22.6%, 1978 over 1977 was 18.1% and 1979 over 1978 was 14%.



being operated more miles. The assumption is that maintenance shop productivity is up. But that is questionable.

For example, the Bureau of Motor Carrier Safety reports an ever increasing number of vehicles being placed out of service for defects, an indication maintenance is being neglected.

Big motor carriers are getting bigger. In 1970, the top 10 commanded 33.9% of the combined gross operating revenues of the Top 100 companies. By 1978, that percentage was up to 41.8. To further illustrate how the top 10 put a gap between themselves and the competition, they also picked up almost 10% over the top 50 companies. And in 1978, the 10 top companies pushed over the halfway mark, taking nearly 54% of the combined gross operating revenues of the top 50 companies that year.

But the big-getting-bigger phenomenon doesn't end with the top 10. The top 20 companies also gained ground. In 1970, they took a 48% share of the Top 100 gross operating revenues. By 1978, that share had increased to 54%. Within the top 50 common carriers, these top 20 took almost three-quarters of the combined gross operating revenues. The top 20, in 1970, had a 64% share of the top 50 gross operating revenues, and, in 1978, that figure was up to 69%.

The number of vehicles assigned to any one mechanic has nearly doubled in the last 10 years. Working with averages taken from Top 100 data, each mechanic, in 1970, was responsible for maintenance of 1.02 straight trucks, 3.75 tractors and 9.8 trailers. That's a combined total of 14.59 vehicles per mechanic. By 1978, one mechanic was responsible for a combined total of 20.22 vehicles, broken down to 1.14 straight trucks, 5.9 tractors and 13.16 trailers.

At the core of all these numbers is one major conclusion: a 68% increase in productivity. The major question is whether the quality of maintenance has remained intact. Bureau of Motor Carrier Safety statistics indicate it hasn't.

Gerald Davis of BMCS claims that for the years 1975 through 1978, the number of vehicles put out of service because of mechanical defects increased 3% annually. Additionally, he says that nearly 40% of all property-carrying vehicles stopped for roadside inspections in 1978 carried one or more defect which caused them to be put out of service. Obviously, comparing Top 100 equipment to *all* trucks on the highway being stopped for BMCS inspections, much of it operated by owner operators, cannot yield totally valid conclusions. But the trend is sufficiently strong enough to warrant concern.

For each maintenance employee employed by Top 100 companies in 1971—the initial year in which number of maintenance employees was reported—owned vehicles operated 205,575 miles. By 1978 that figure had ballooned to 322,015 miles. In the category of vehicles rented without drivers (this excludes owner operators, many of whom perform their own maintenance), the gain was also substantial. It jumped to 356,677 in 1978 from 302,969 in 1971. Again, this indicates a maintenance shop productivity gain. But below the surface, when other data is factored in, it points in the direction of neglected maintenance.

In addition to Bureau of Motor Carrier Safety statistics, Davis reports that of the 34,830 accidents

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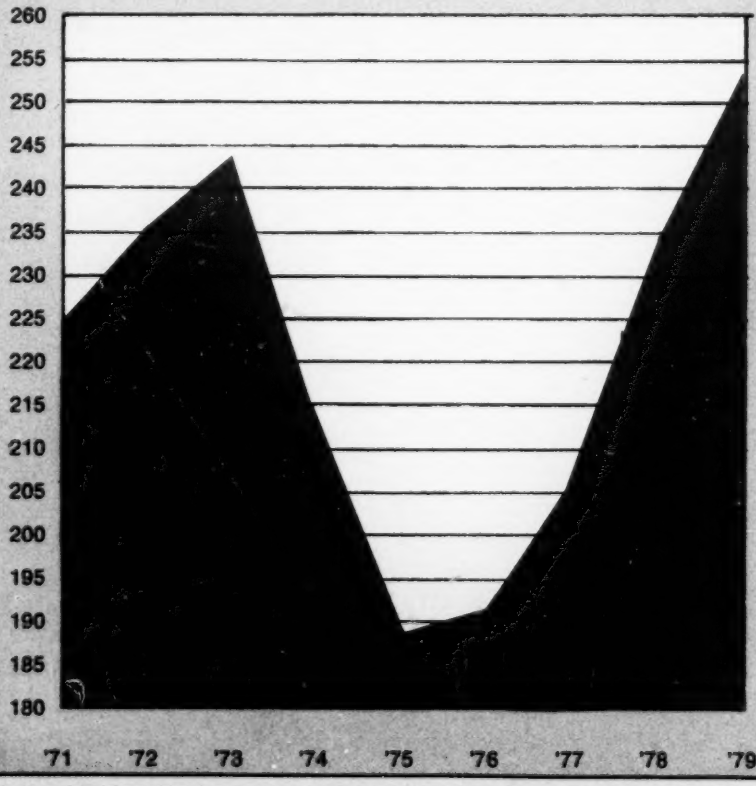
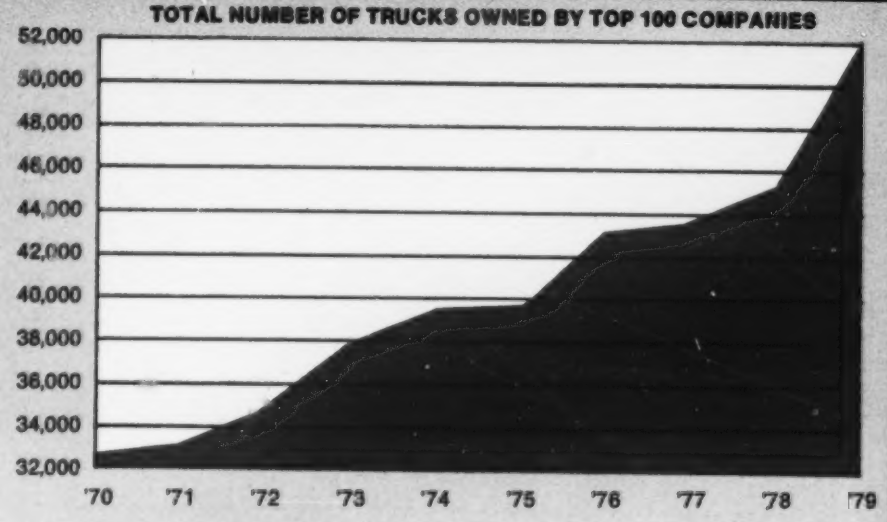
AVERAGE NUMBER OF MAINTENANCE EMPLOYEES PER TOP 100 COMPANY



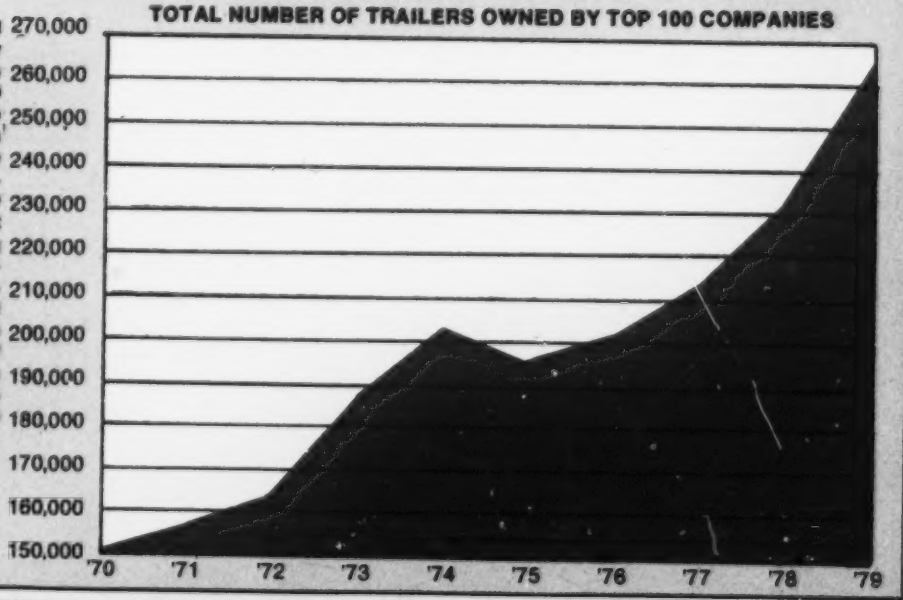
Maintenance Employees: The trend in number of maintenance employees per company is upward, but 1979 is the first year that exceeded the decade's previous high point, 1973. The 1974-75 general recession took its toll on maintenance employees as the graph on the left illustrates. The "Top 100" companies furloughed large numbers of mechanics during that recession, and have been slow to replenish the ranks. The decade's high point, 1979, when measured against 1975, the low point, yields a 35% difference in average number of maintenance employees per company. That is significant—until compared with increases in owned equipment. (See next page.)

Owned Trucks: The graph at right shows that the trend toward more trucks continued unabated through the seventies. The total number of trucks owned through the decade increased by 59%; up to 52,032 in 1979 from 1970's 32,663. The years 1975 and 1977 showed mild levelling off, but in every other year truck ownership increased by from 3% to 8%. The corker was 1979. Owned trucks increased by a colossal 14%. The previous high year was 1973 which bettered 1972 by 8.5%. With the 1980 recession now coming into focus, this trend seems a clear repeat of the 1973 through 1975 experience; i.e., in the year preceeding a recession, companies purchase a lot of equipment.



Owned Tractors: "Top 100" companies owned 75% more tractors in 1979 than in 1970. And the yearly average increase for the decade works out to 6.3%. The second largest single year increase occurred in 1979 with a 9.4% jump over 1978. In 1973, the decade's high year, 15% more tractors were owned than in the previous year. Tractor ownership grew an abnormally high 22.4% through the 1977-79 period.

Owned Trailers: The phenomenal jump in owned trailers indicated by the almost perpendicular line from 1978 to '79 translates into 36,000 additional trailers owned by the "Top 100" companies. That is an unprecedented one-year increase of 15.5%. The average yearly increase for the decade prior to '79 was only 5.5%. The other deviant year, in what is now a repeating pattern for all equipment ownership, was 1973. In that pre-recession year, owned trailers increased by 13.9%. Total change over the decade was 78%. The number of owned trailers was up to 267,822 in 1979 from 150,157 in 1970. The only decrease in the decade came in 1975, the general recession year.



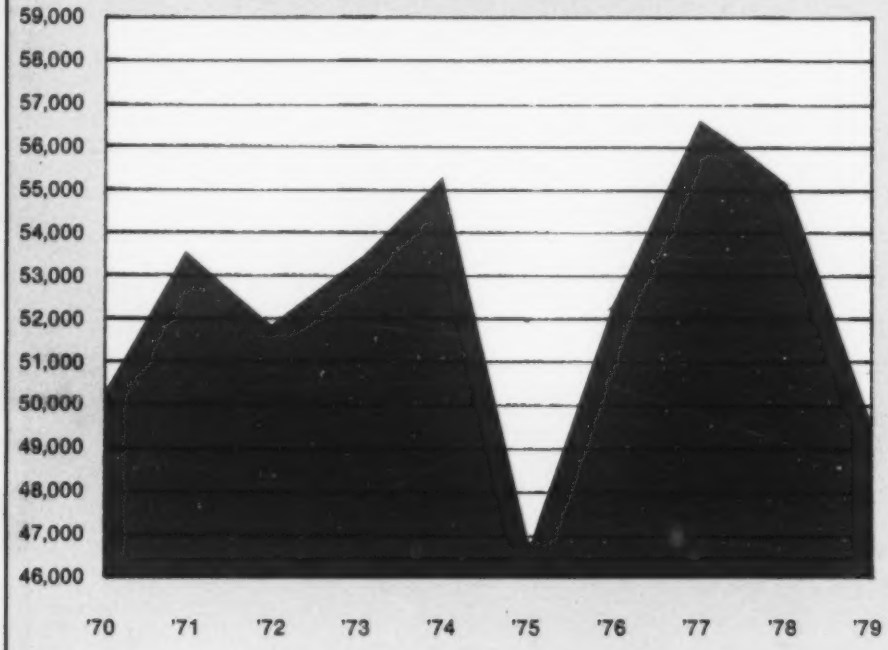
reported in 1978, carriers themselves said mechanical defects were present in 1597 of their vehicles. The most common defects, according to Davis, are brakes, tires, steering assemblies, wheels and suspensions—the very foundation of vehicle maintenance. And despite inflation that nearly doubled the cost of living over the decade, the average equipment maintenance expense per mile rose only 20%. Toss in added facts showing that mechanics are maintaining almost twice the amount of operating equipment, and that average miles per vehicle traveled is up, the case for a decline in maintenance is impressive.

Three hundred twenty two thousand miles per year, per mechanic, is overwhelming. It strains credibility. A truck averaging 50 mph for every hour of the year would cover 438,000 miles, were it possible. It is unlikely that the 322,000 mile truck has any time for maintenance.

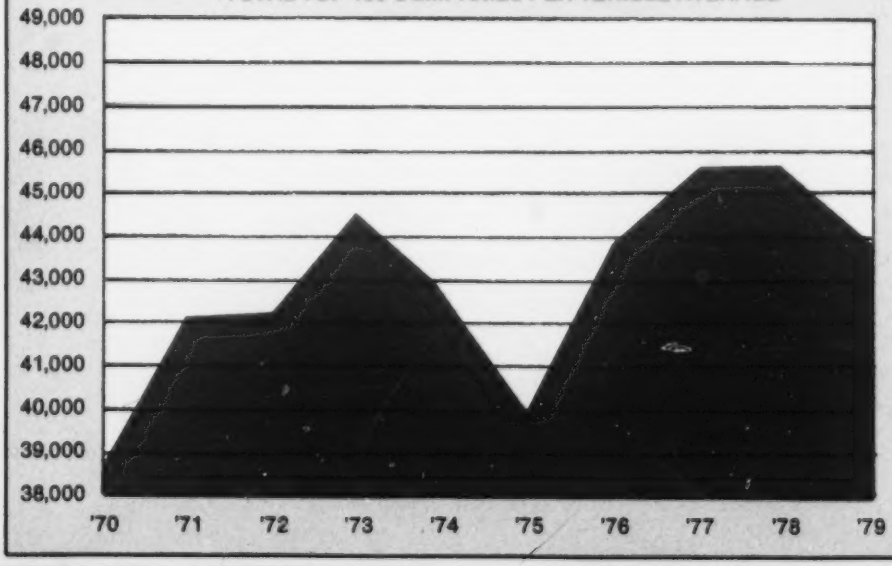
The average haul for a Top 100 carrier in 1970 was 547.12 miles. By 1978, it had dropped to 532.64 miles. The average figure for the decade is 547.88. Assuming the past 10 years were "growth" years, that figure could be used as an index for the future.

While change is usually the big news, in this instance no change is news. Average loads ranged from a low of 11.66 tons in 1971 to a high of 13.36 tons in 1973. The overall average through 1978 is 12.35 tons. □□□

YEARLY AVERAGE MILES PER VEHICLE
TOP 10% OF TOP 100 COMPANIES PER VEHICLE AVERAGE

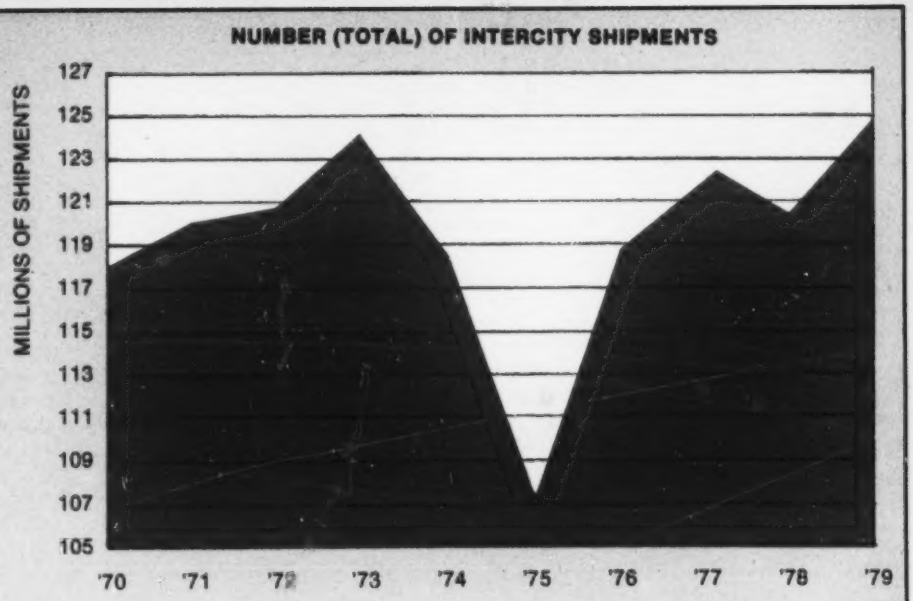


YEARLY AVERAGE MILES PER VEHICLE
TOTAL TOP 100 COMPANIES PER VEHICLE AVERAGE

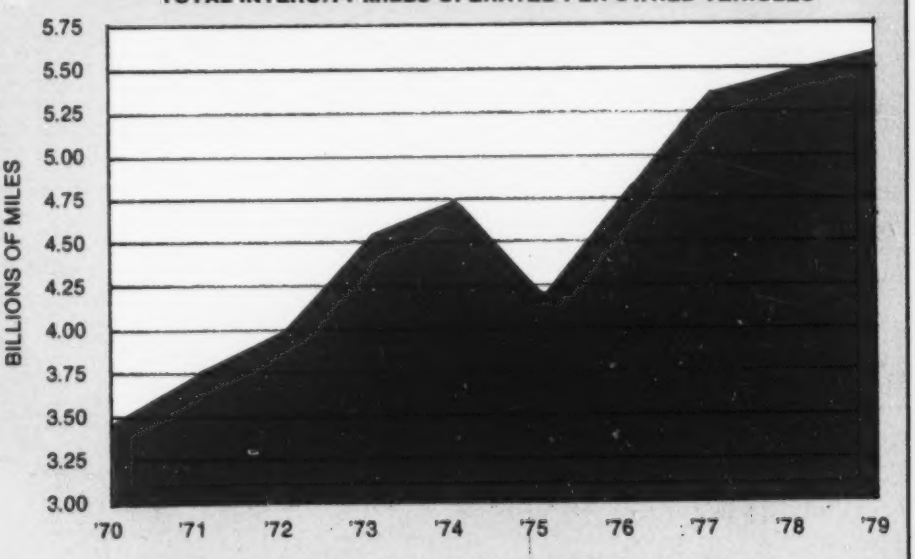


Average Miles: The two graphs on the left depict averages arrived at by comparing inter-city miles operated with owned vehicles to the total number of owned trucks and tractors. Intracity miles are not included because they are not reported, and all owned vehicles were included since there is no breakdown as to which vehicles are operating over-the-road and which are used for short-haul pickup and delivery. Therefore, the information from these graphs is not comparable to any fleet's typical per-vehicle mileage. Both graphs are similar in exhibiting the 1975 "death valley" seen in several other graphs, 1973-75 being a recessionary period. The two graphs, when compared, illustrate the differences between the top 10 companies and all the "Top 100" companies. They demonstrate a clearly similar pattern—but the one for the top 10 is sharper and more clearly delineated. Also note the top 10 companies typically averaged 20% more miles per vehicle than the overall "Top 100" companies. This trend, however, is in steady decline. In 1970, the top 10 companies averaged 29.5% more miles per vehicle than the overall "Top 100" average. By 1979 that percentage had retreated to only 13.4%.

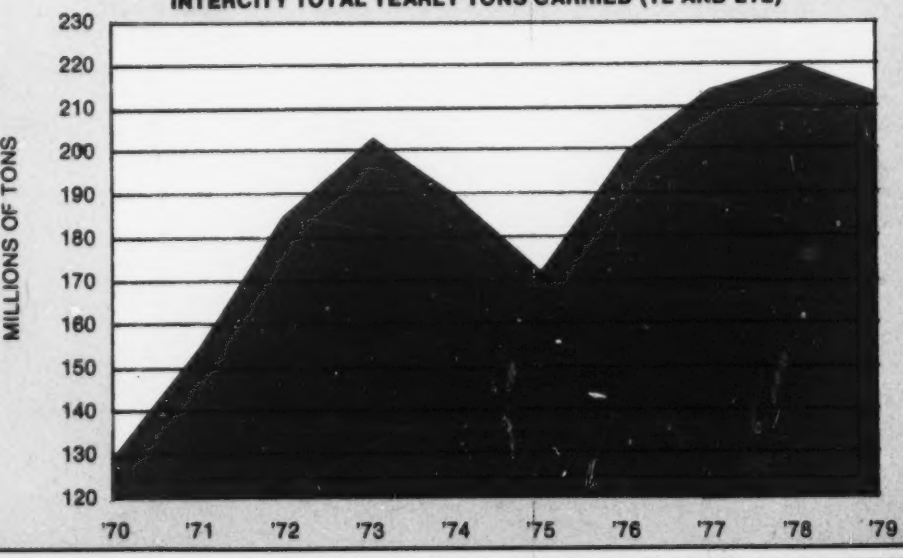
Number Intercity Shipments: The trend for number of intercity shipments, both truckload (TL) and less-than-truckload (LTL), has been one of halting increase since 1975. The 125,210,000 shipments in 1979 was the high for the decade for "Top 100" companies, rivaled only by 1973 with its 124,000,000 shipments. Categorized by TL and LTL (not shown on graph), TL shows steady growth while LTL is the stumbler. The number of TL shipments for the 1975 through '79 period was: '75—3972; '76—4633; '77—5260; '78—5549; '79—6083. LTL shipments for the same period were: '75—103,630; '76—4633; '77—5260; '78—115,014; '79—119,127.



Intercity Miles Operated: Except for the 1974-75 falter, the decade showed a steady increase in total intercity miles operated by the "Top 100" companies. The percentage of increase for the period is enormous—66.8%. The 1970 mileage was 3,345,395,000. By 1979 that total mileage had rocketed to a record 5,582,020,000. And even these figures do not represent total miles operated, only the mileage for owned vehicles. Leased trucks, owner-operators, etc. are not included.



Tons Carried: Total tonnage carried declined in three of the ten years depicted in the graph on the right, but the distinct trend is toward increase. Comparing 1970, which was a very bad year for trucking, with 1979, total tons carried increased by 65.8%. A more realistic and revealing comparison would be 1971 to 1978, and even that yields a 40% increase. The 1979 tonnage is down by 2,780,000 tons or 1.2% and that is probably indicative of the current beginning recessionary trend. The average yearly change over the decade was a 6.1% increase.



Industry Trends And Statistics

■ 1979 was another record year for common carriers on gross income but a tough year on profitability.

As the tables below indicate, gross income reported from 2359 carriers increased by over $3 billion while net income dropped by over $200 million—a sign of profit squeeze and the downturn in the economy in the last half of 1979.

On these and the following pages are the highlights of trucking industry performance in 1979 as well as a host of valuable information on truck and diesel engine sales, registration data and fleet market data.

All information in this section has been compiled and tabulated by COMMERCIAL CAR JOURNAL editors' marketing staff and census departments based on data supplied by the sources listed in the footnotes.

FINANCIAL SUMMARY OF CLASS 1 & II COMMON CARRIERS

Summary figures comparing 1978-79 (table at right) for the common carrier industry show a small decrease in the number of carriers but a substantial increase in all cost areas of doing business. While gross revenues were up overall, net income was down some 20%. Operating ratio increased to 96.1% from 94.7 reflecting the profit squeeze.

NUMBER OF FOR-HIRE CARRIERS

For 1979, there was a continuing drop in the number of large carriers (Class I & II) largely through mergers and acquisitions. Overall, there were nearly 200 more carriers reporting than in 1978.

NUMBER OF ALL FOR-HIRE CARRIERS

Year	CLASS I (Over $3 Million*)	Class II (Over $500,000*)	CLASS III (Under $500,000*)	TOTAL

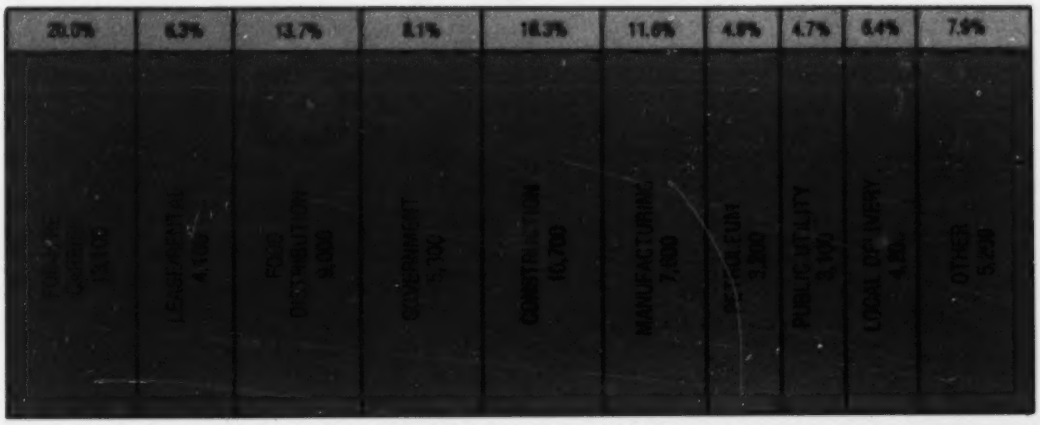
In 1974, the minimum for Class I carriers was increased to $5 million from $1 million; Class II was increased to $500,000 from $300,000; Class III to "under $500,000." It had been "under $300,000." The ICC is again changing its break points for classes. Next year's data will be: Class I—over $5 million; Class II—$1 to $5 million; Class III—under $1 million. Data from the ICC as analyzed by the American Trucking Assns.

All $ figures add 000	1978	1979
Number of Carriers	2440	2359
Gross Operating Revenues	$28,393,721	$32,544,000
EXPENSES: Salaries, Wages & Fringe Benefits	$14,391,344	$16,316,000
Operating Supplies & Expenses	$3,255,696	$4,066,184
General Supplies & Expenses	$950,037	$1,064,127
Operating Taxes & Licenses	$799,737	$914,697
Insurance	$989,000	$1,010,000
Communications & Utilities	$380,437	$423,436
Depreciation & Amortization	$1,001,317	$1,171,198
Purchased Transportation	$5,246,191	$6,182,033
Rents & Royalties	$780,744	$880,000
Other Expenses	$84,239	$92,000
	$27,881,501	$32,124,675
	$511,220	$419,325
	$512,220	$419,325
Operating Ratio	94.7	96.1

Source: Prepared especially for CCJ by Trinc Transportation Consultants, a division of Dun & Bradstreet, from 1979 edition of the Red Book of the Trucking Industry.
Note: This chart does not include data from household goods movers.

AMONG ALL FLEETS, 80% SERVE PRIVATE INDUSTRY AND GOVERNMENT, 20% ARE FOR-HIRE CARRIERS.

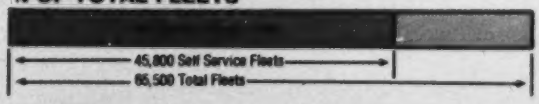
CCJ's Census of the Motor Fleet Market shows there are in round numbers 65,500 fleets operating 10 or more vehicles. For-hire carriers continue to be the biggest group (20%) and operate the most vehicles—about 23% of all fleet vehicles. However, there are about three times as many big fleets (over 1000 vehicles) privately operated than for-hire. Changes in the make-up in the fleet market are slight from year to year as reflected in this on-going census with a change up or down of 0.3% being maximum.



Source: CCJ Census of the Motor Fleet Market showing fleets of 10 or more vehicles. "For hire" includes common and contract carriers. Government includes Federal, state and local. Construction includes mining and other predominantly off-road operation. "Other" includes school and bus fleets.

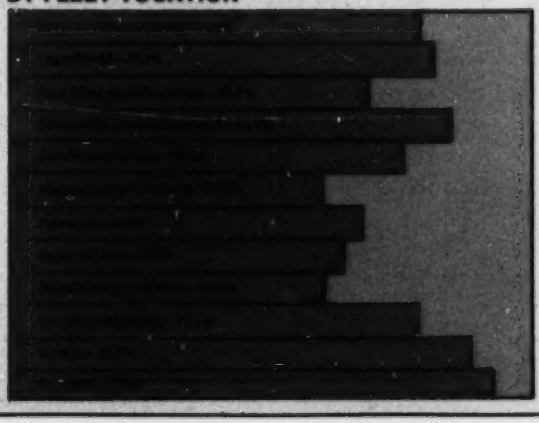
SELF SERVICE FLEETS

% OF TOTAL FLEETS



BY FLEET SIZE

BY FLEET VOCATION



The great majority of the nation's fleets operate their own service shop facilities. As shown below, 45,800 or 70% of the total 65,500 fleets in the U.S. are "Self Service Fleets." As fleet size increases, the incidence of service shop facilities increases with the exception of fleets in the 500-or-over vehicle category. This is explained by the high number of administrative or headquarters locations in this size group. Where no vehicles are physically domiciled no vehicle maintenance is being performed.

A look at fleet vocation puts Bus/Taxi fleets in the No. 1 position with regard to percent operating their own service shop facilities. School and Local/State/Federal Government fleets run a close second and third, followed fourth by the Lease/Rental vocation.

A wide variety of maintenance functions are performed by Self Service Fleets in their service shop facilities. 96.6%, 96.0% and 95.7% perform smaller maintenance jobs of checking oil, water and tire pressure; changing oil and filters; and replacing V-belts or cooling system hoses. Yet a very high percent perform much more extensive maintenance services such as replacing clutches (86.9%), repairing electrical systems (80.7%), replacing cylinder head gaskets (86.9%) and overhauling engines—transmission and rear (71.6%).

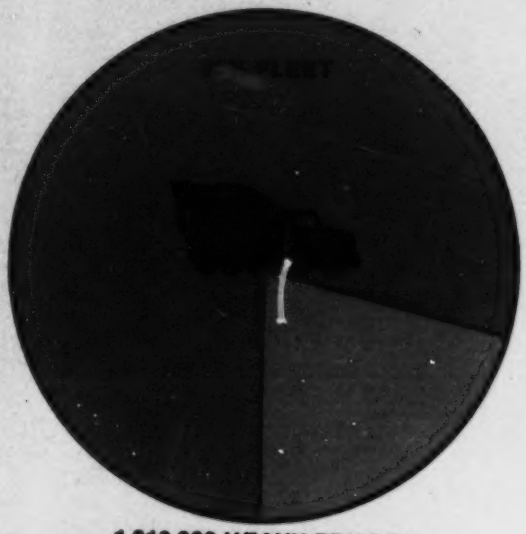
FLEETS, THE BIGGEST OPERATORS OF COMMERCIAL VEHICLES

An analysis of the country's truck, off-highway and bus industries shows that while there are only 65,500 fleets operating vehicles in commercial service . . . about ½ of 1% of the over 12 million individual and corporate owners of all commercial vehicles in the United States . . . these 65,500 fleets operate the majority of equipment.

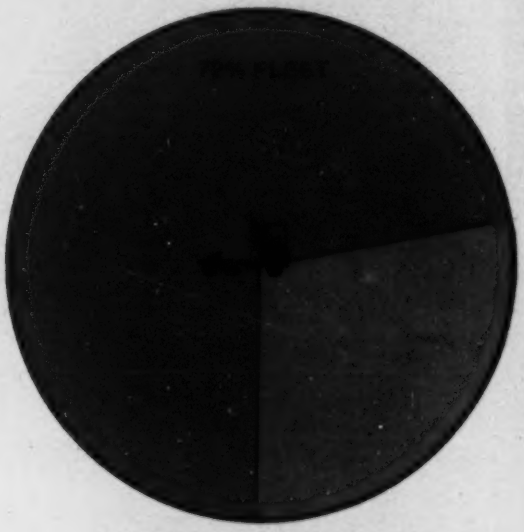
For example, of the 1,019,000 heavy-duty trucks over the 26,000 lb gross vehicle weight classification known to be registered, 816,000 or 80% are in fleet service. And of the 3,009,000 trailers being operated today, 2,582,000 or 86% are also in fleet service.

The two instances where this fact doesn't hold true is in the medium truck classification where fleets operate 34% of the 3.7 million units in the 10,001 to 26,000 lb GVW range and in the light truck field.

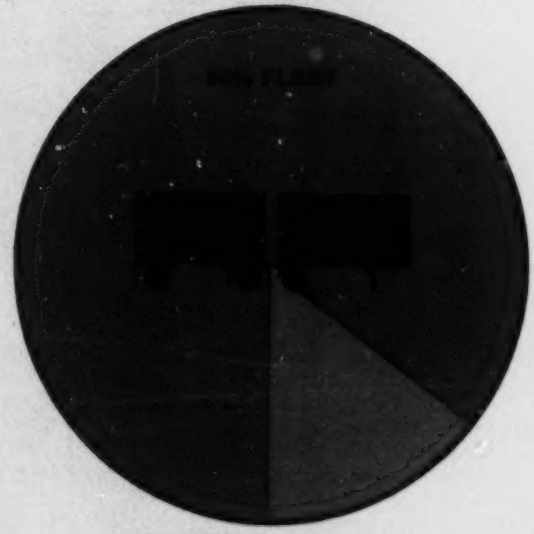
Studies show the vast majority of light trucks—about 19 million—are either in farm use or used by



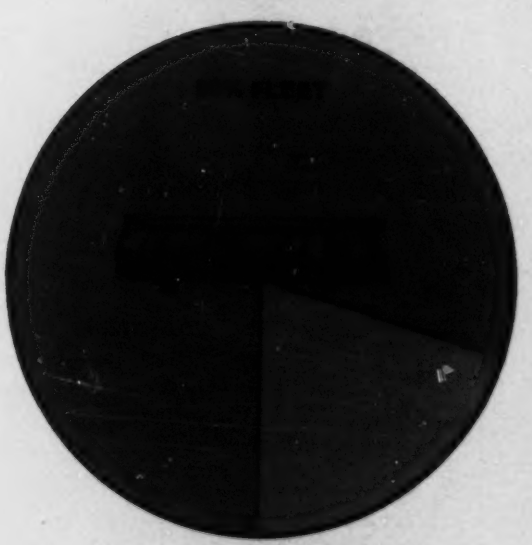
1,019,000 HEAVY TRUCKS
816,000 are in fleets
(over 26,000 lb. GVW)



1,468,000 TRUCK TRACTORS
1,060,000 are in fleets



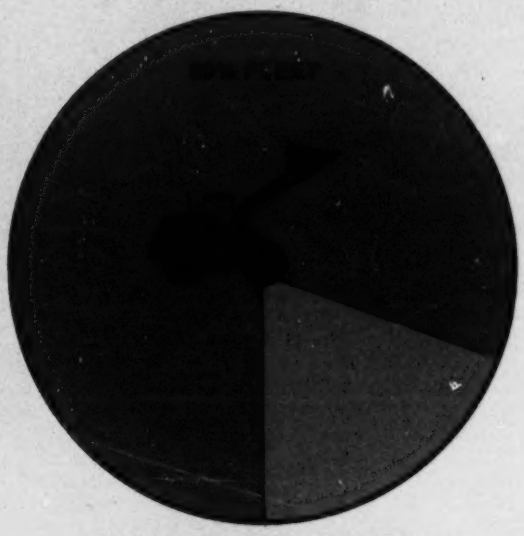
3,009,000 TRAILERS
2,582,000 are in fleets



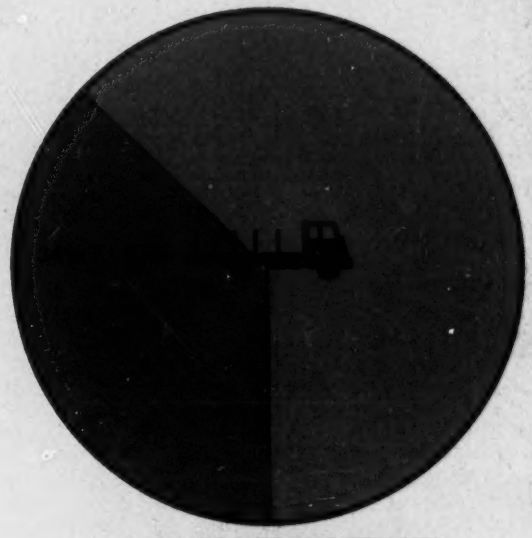
524,000 BUSES
418,000 are in fleets

individuals as campers and recreational vehicles. Still a substantial portion of these light trucks are used by fleets, accounting for 23% of the 8.2 million light trucks used in commercial service.

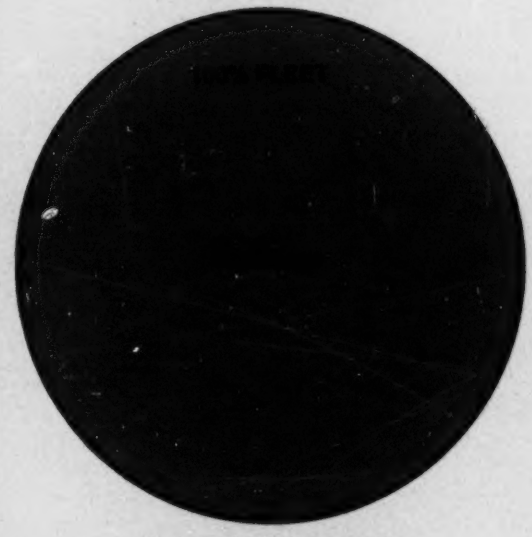
In total, according to the CCJ analysis, fleets account for 52.1% of all vehicles built for commercial service, a significant figure when compared to the 12 million known individual and corporate owners of such vehicles.



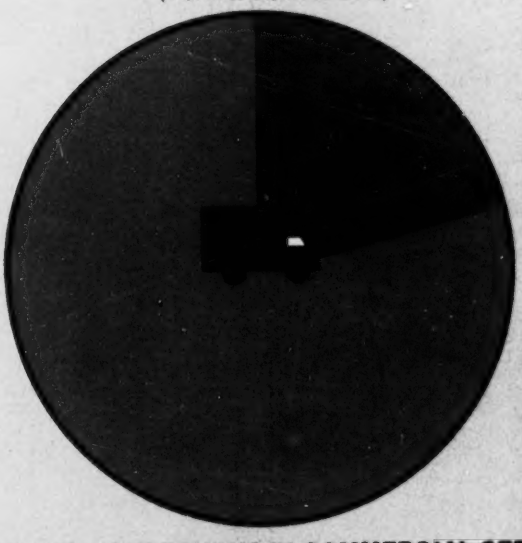
904,000 OFF-HIGHWAY PIECES
723,000 are in fleets



3,701,000 MEDIUM TRUCKS
1,273,000 are in fleets
(10,001 to 26,000 lb GVW)



2,230,000 FLEET CARS
all are in fleets



8,200,000 LIGHT TRUCKS IN COMMERCIAL SERVICE
1,861,000 are in fleets
(under 10,000 lb GVW)

THE NATION'S TOTAL VEHICLE REGISTRATION

State	Passenger Cars	Trucks & Truck Tractors	Truck Trailers	Buses (excl. School)	Total
	2,656,358		59,271		2,844,939
	188,312		7,350		271,016
	1,234,649		83,659		1,768,636
	988,894		23,947		1,514,517
	12,236,178		382,978		16,169,667
	2,012,519		28,307		2,871,169
	1,041,991		23,999		2,231,291
	313,742		9,632		396,773
	228,686		588		944,483
	5,835,469		89,857		7,977,383
	2,962,362		66,569		3,923,291
	491,345		1,162		575,827
	493,987		21,610		795,292
	6,209,211		169,233		7,557,245
	2,886,339		73,629		3,916,689
	1,778,749		51,661		2,459,778
	1,253,017		70,240		2,028,218
	1,821,156		48,106		2,621,211
	1,831,449		132,125		2,767,942
	649,057		271,164		734,887
	2,318,190		22,566		2,769,449
	3,282,888		54,541		3,799,312
	5,270,158		165,051		6,599,312
	1,996,472		169,198		2,637,812
	1,895,387		29,305		2,094,099
	2,395,288		83,335		3,302,891
	668,847		5,809		882,071
	892,569		28,505		1,274,672
	458,969		4,457		615,496
	660,767		8,449		891,215
	4,148,387		72,471		4,833,229
	849,449		25,454		1,027,892
	6,948,182		68,497		7,950,774
	3,300,754		87,062		4,469,591
	356,695		8,169		618,911
	6,417,772		169,691		8,227,104
	1,709,233		61,884		2,571,709
	1,473,695		60,035		1,991,468
	5,763,371		159,870		8,097,255
	667,789		16,969		884,236
	1,534,233		25,069		1,998,678
	385,339		17,972		636,169
	2,390,323		31,849		2,992,135
	7,271,511		218,135		10,318,159
	678,851		9,521		998,783
	993,021		3,562		374,249
	3,103,076		54,253		3,994,970
	2,192,348		66,094		3,134,859
	998,642		18,168		1,249,468
	2,274,160		82,224		2,915,734
	291,977		24,321		445,998
	119,472,989		3,233,627		165,269,127
	767,210		141,491		2,344,228
	120,240,078		3,375,228		167,609,455

ESTIMATED TRUCKS IN USE BY SIZE AND BODY TYPE

SMALL TRUCKS STILL DOMINATE THE MARKET. BUT MANY ARE USED FOR PERSONAL TRANSPORTATION. SEE NOTE UNDER "LIGHT TRUCKS."

STRAIGHT TRUCKS

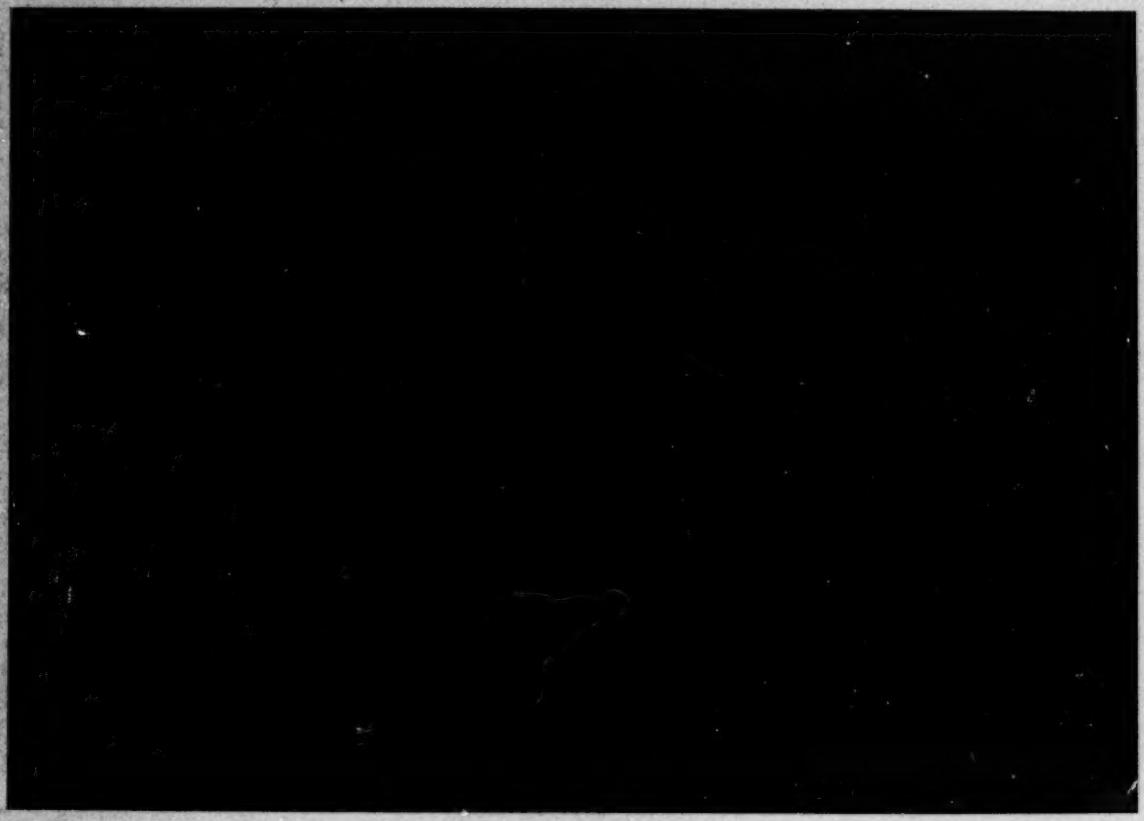
TRACTORS

TOTAL STRAIGHT TRUCKS

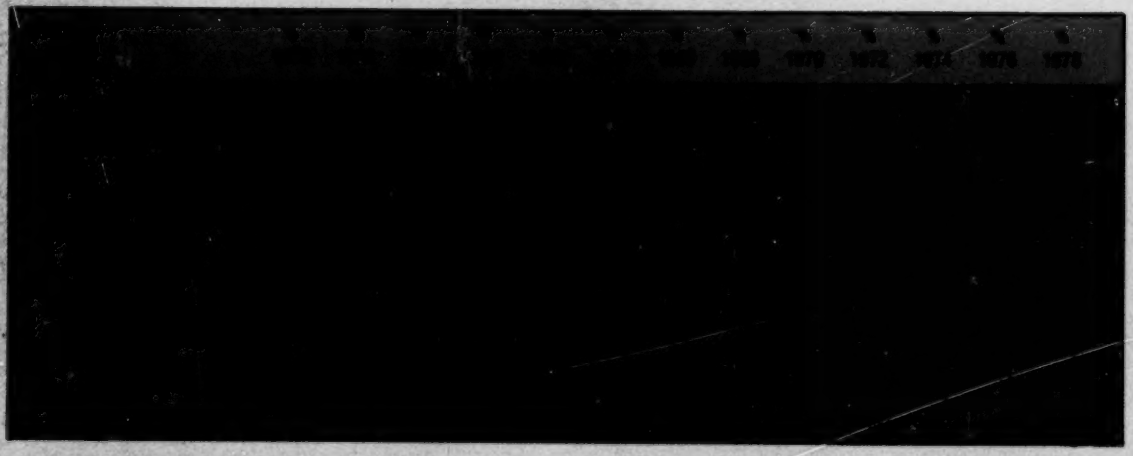
TOTAL TRACTORS

GRAND TOTAL (all power units)

ESTIMATED TOTAL TRAILERS IN USE BY BODY TYPE



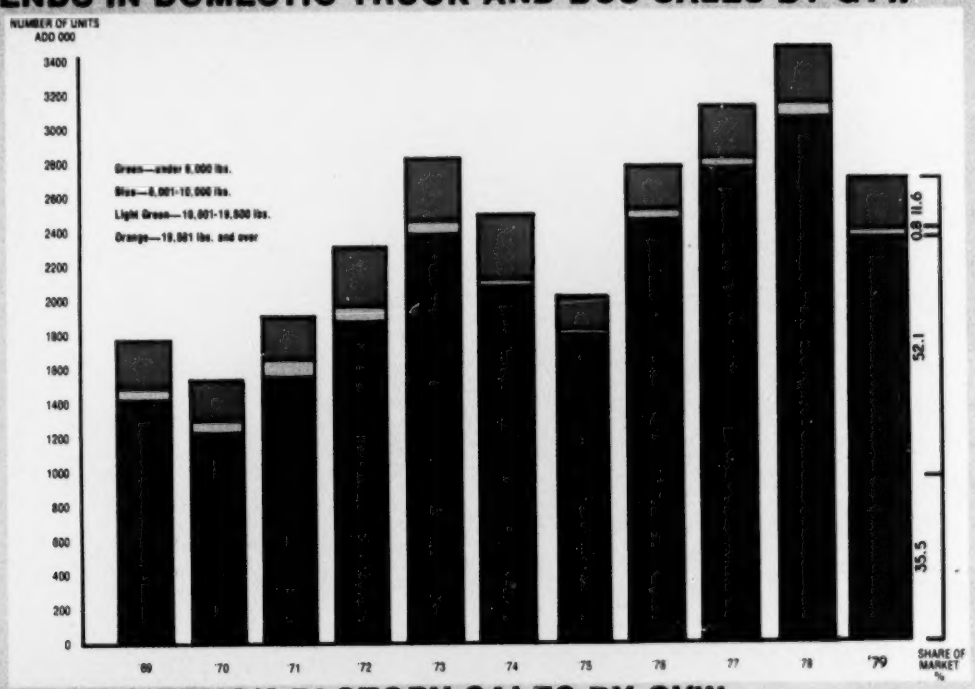
TRENDS IN TRAILER PRODUCTION BY LENGTH



The line underscores the most popular trailer length for a given production year and illustrates a continuing increase in the use of longer trailers over the past three decades. In 1974, 45-ft trailers won the popularity poll for the first time. For 1978, 45-footers show an impressive 15.2% gain and accounted for over half the total trailer production!

Production of 40- to 42½-ft trailers posted a modest 4.5% gain in the most recent figures, but other sizes of trailers suffered declines in popularity ranging from a fraction of a percentage point to an 11.3% reduction for 42½- to 45-ft units. The 26- to 28-ft category—most popular length for operators of double-bottoms where states permit two trailers within a 65-ft overall length limit—shows a 3.2% drop for 1978.

TRENDS IN DOMESTIC TRUCK AND BUS SALES BY GVW



DOMESTIC TRUCK FACTORY SALES BY GVW

Chart above and table below show trends in size groups over a period of years.

[redacted]

TRENDS IN DOMESTIC DIESEL TRUCK SALES

[redacted]

FACTORY SALES OF SPECIAL TYPE VEHICLES

[redacted]

[1] Includes those built in both car and truck SOURCE: (all Tables above) Motor Vehicle Manufacturers Assn.

DIESEL ENGINES USED IN TRUCKS

(Factory sales from U.S. plants including exports)

TRUCK FACTORY SALES AND TRUCKS WITH DIESELS

NOTE

ONLY THE FOLLOWING PAGES OF THIS PUBLICATION

HAVE BEEN FILMED

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